



## The Jensen Investment Philosophy

A consistent, sustainable investment process is vital to weathering all economic climates. The strength of our investment philosophy is based on an unwavering commitment to investing in quality businesses. We believe these quality companies possess sustainable competitive advantages, creating value as profitable businesses that can, over time, provide attractive returns with less risk than the overall market.

### We are extremely selective.

The Jensen Quality Universe™ includes only those businesses that have produced a return on shareholder equity of 15% or greater in each of the past ten years, as determined by the Investment Team. We search for quality companies by targeting exceptional business performance combined with endurance. For those businesses that qualify, we have found the stamina of these quality businesses to be powerful; possessing sustainable competitive advantages and producing consistent earnings growth which, when compounded, can deliver tremendous value to shareholders. The ability to maintain these characteristics over time has generally resulted in increasing free cash flow well in excess of operating needs—which can be a prime indicator of a valuable investment.



### Sell Discipline

Our sell discipline monitors the key tenets of our buy discipline: sustainable competitive advantages, growth, value creation and price. We will sell a company if:

- + Company fundamentals deteriorate below our minimum business standard of a 15% return on equity, on an annual basis, indicating a possible loss of competitive advantage
- + The market price of a business exceeds our estimate of full value
- + It is displaced by a better investment that allows an upgrade to the portfolio's quality, growth outlook and/or valuation metrics

## Investment Objective

The objective of the Jensen Quality Growth CIF is long-term capital appreciation.

## Investment Team

The Investment Team members are a unique group of experienced business professionals, each with investment, banking, management or accounting experience.

## Team Members

Eric Schoenstein	Kurt Havnaer, CFA®	Adam Calamar, CFA®
Robert McIver	Allen Bond, CFA®	Kevin Walkush

## About the Fund

The Jensen Quality Growth CIFs are collective investment funds ("CIFs") created by the Hand Composite Employee Benefit Trust and sponsored by Hand Benefits & Trust Company, a BPAS company, that invest in the strategies of the Jensen Investment Management, Inc. which serves as the sub-advisor to the CIFs.

### Jensen Quality Growth CIF Principal Strategy

To achieve its objective, the Fund invests in equity securities of approximately 25 to 30 companies that satisfy the investment criteria described below. Equity securities in which the Fund invests as a principal strategy consist primarily of common stocks of U.S. companies. Generally, each company in which the Fund invests must, as determined by the Fund's sub-adviser, Jensen Investment Management, Inc. (the "Sub-Adviser"):

- + Have consistently achieved a high return on equity over the prior ten years;
- + Be in excellent financial condition; and
- + Be capable of sustaining outstanding business performance.

These companies are selected from a universe of companies that have produced long-term records of consistently high returns on shareholder equity. In order to qualify for this universe, each company must have a market capitalization of \$1 billion or more, and a return on equity of 15% or greater in each of the last 10 years as determined by the Sub-Adviser. The Sub-Adviser determines on an annual basis the companies that qualify for inclusion in the Fund's investable universe. The Fund may purchase securities when they are priced below their intrinsic values as determined by the Sub-Adviser. The Fund may sell all or part of its position in a company when the Sub-Adviser has determined that another qualifying security has a greater opportunity to achieve the Fund's objective. In addition, the Fund generally sells its position in a company when the company no longer meets one or more of the Fund's investment criteria. In the event that the company no longer satisfies the investment criteria and the failure is due to an extraordinary situation that the Sub-Adviser believes will not have a material adverse impact on the company's operating performance, the Fund may continue to hold and invest in the company.

The Sub-Adviser expects to include in the Fund's investment portfolio at any time securities of approximately 25 to 30 primarily domestic companies. The Fund must always own the securities of a minimum of 15 different companies in its portfolio. The Fund strives to be fully invested at all times in publicly traded common stocks and other eligible equity securities issued by companies that meet the investment criteria determined by the sub-advisor.

The Fund is non-diversified, which means that a relatively high percentage of its assets may be invested in a limited number of issuers of securities.

## Jensen Quality Growth CIF Statistics

Total Net Assets	N/A
Inception Date	02/01/2019
Number of Stocks	27
Net Assets in Stocks (%)	NA
Turnover (%) 1 Yr as of 12/31/18	NA
Investment Category	Large Cap Growth
Primary Benchmark	S&P 500
Total Expense Ratio	0.40%

An investor making a \$1,000 investment would pay \$4.00/year based on the total expense ratio shown above and includes 0bps of service fees.

## Top 10 Holdings

% of Net assets as of 12/31/18

Becton Dickinson And Co	6.41
Pepsico Inc	6.18
Microsoft Corp	5.63
UnitedHealth Group Inc	5.37
Linde Plc	4.96
Ecolab Inc	4.77
Stryker Corp	4.60
United Technologies Corp	4.48
Oracle Corp	4.44
Johnson & Johnson	4.33

## Allocation by Security Sector

Sector Exposure	Jensen Quality Growth CIF (%)	S&P 500 (%)
Communication Services	5.72	10.12
Consumer Discretionary	3.87	9.94
Consumer Staples	9.54	7.41
Health Care	26.40	15.54
Industrials	13.00	9.20
Information Technology	27.73	20.12
Materials	9.73	2.73
Energy	0.00	5.32
Financials	0.00	13.31
Real Estate	0.00	2.96
Utilities	0.00	3.34
Cash	4.01	0.00

**Historical Performance (%)**

Net of Fees as of December 31, 2018

	QTR	1 Year	3 Years	5 Years	Since Inception
<b>Jensen Quality Growth CIF Class R1</b>	N/A	N/A	N/A	N/A	N/A
<b>S&amp;P 500</b>	N/A	N/A	N/A	N/A	N/A

**Performance data shown represents past performance; past performance does not guarantee future results and other calculation methods may produce different results. There is the possibility of loss of principal value.**

Periods greater than 1 year represent average annual returns. All returns reflect the reinvestment of all income.

The S&P 500 Index is a market value weighted index consisting of 500 stocks chosen for market size, liquidity and industry group representation. This index is unmanaged, and you cannot invest directly in an index.

**Jensen Quality Growth CIF Principal Risks**

The principal risks of investing in this Fund are:

- + Management Risk: The Sub-Adviser may be incorrect in its judgment of the value of particular stocks. The investments chosen by the Sub-Adviser may not perform as anticipated. Certain risks are inherent in the ownership of any security, and there is no assurance that the Fund’s investment objective will be achieved.
- + Non-diversification Risk: The Fund is non-diversified and is permitted to invest a greater portion of its assets in the securities of a smaller number of issuers than would be permissible if it were a “diversified” fund and therefore, it may be more sensitive to market changes than a diversified fund. Accordingly, the appreciation or depreciation of a single portfolio security may have a greater impact on the net asset value (“NAV”) of the Fund.
- + Company and Sector Risk: The Fund’s investment strategy requires that a company selected for investment by the Fund must have attained, among other criteria, a return on equity of at least 15 percent per year for each of the prior 10 years as determined by the Sub-Adviser. Because of the relatively limited number of companies that have achieved this strong level of consistent, long-term business performance, the Fund at times is prohibited from investing in certain companies and sectors that may be experiencing a shorter-term period of robust earnings growth. As a result, the Fund’s performance may trail the overall market over a short or extended period of time compared to what its performance may have been if the Fund was able to invest in such rapidly growing, non-qualifying companies.
- + New Fund Risk: Investments with a limited history of operating collective investment funds may be subject to the risk that they do not grow to an economically viable size in order to continue operations.
- + Growth Stock Risk: The prices of growth stocks may be more sensitive to changes in current or expected earnings than the prices of other stocks and may be out of favor with investors at different periods of time. Compared to value stocks, growth stocks may experience larger price swings.
- + Large-Cap Company Risk: Larger, more established companies may be unable to respond quickly to new competitive challenges such as changes in consumer tastes or innovative smaller competitors. Also, large-cap companies are sometimes unable to attain the high growth rates of successful, smaller companies, especially during extended periods of economic expansion. The sub-adviser considers companies with market capitalizations in excess of \$10 billion to be large-cap companies.

*The CIF is not a mutual fund. Its shares are not deposits of Hand Benefits & Trust Company, or Jensen Investment Management, and are not insured by the Federal Deposit Insurance Corporation or any other agency. The CIF is a security which has not been registered under the Securities Act of 1933 and is exempt from investment company registration under the Investment Act of 1940. The Jensen Quality Growth CIF Class R3 is new and does not have actual performance data to report. The performance quoted here does not guarantee future results. As market conditions fluctuate, the investment return and principal value of any investment will change. Diversification may not protect against market risk. There are risks involved with investing, including possible loss of principal. Before investing in any investment portfolio, the client and the financial professional should carefully consider client investment objectives, time horizon, risk tolerance, and fees.*

*This collective investment fund is available for investment by eligible qualified retirement plan trusts only.*



1.800.992.4144

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