

VOICEMAIL FOR FRUGAL TIM

Hi Mr. Tim,

This is Trusted Bloggs, your Research Analyst at J.P. Morgan. I hope you are well and having a great week!

I am calling you today to recommend an interesting stock proposition that matches your unique risk and reward profile! After going through several stocks, we believe that investing 5% of your portfolio in Coca-Cola would help you achieve steady growth in your funds while safeguarding your investments.

As you know, Coca-Cola, a beverage company, owns or licenses and markets non-alcoholic beverage brands. Its market segments include Europe, the Middle East, and Africa; Latin America; North America; Asia Pacific; Global Ventures; Bottling Investments, and Corporate. And of course, its most popular product is the world famous "Coca-Cola", which is what I had just before this call!

I am going to tell the four reasons why we think Coca-Cola is the right fit for your investment portfolio:

1. Coca-Cola has a high operating profit margin, 29% based on YE2020 figures, which indicates a higher sustained profitability. This would ensure your capital is protected and grows at a steady pace.
2. Coca-Cola's Earning per share of \$1.79 and Price Earnings ratio of 32.6% are high, indicating that the current stock price isn't too overvalued, limiting your downside in case the share price tanks. Profitability measures are strong across the board, again indicating sustained profitability.
3. Coca-Cola's steady dividend payment stream paid \$1.63 per share in 2020 and its marginally growing dividend at 2.5% p.a. would provide you with a regular stream of income so you can enjoy your post-retirement life.
4. Coca-Cola has significantly lower leverage as its leverage cover stands at 100 times, making it a safer investment. This is in line with your investment objective of safeguarding capital.

Based on the above four compelling reasons, we believe Coca-Cola offers the right level of risk and reward suited for your investment objectives. I hope the above reasons are clear but please let me know if you have any questions.

Kindly let me know if you wish to go ahead and would like us to invest in Coca-Cola on your behalf. I will get the investment mandate drafted for you to sign.

I look forward to speaking with you soon.

Take care, and bye for now!

VOICEMAIL FOR SPENDTHRIFT ELIZABETH

Hi Ms. Elizabeth,

This is Trusted Bloggs, your Research Analyst at J.P. Morgan. I hope you are well and are having a great week!

I am calling you today to recommend an interesting stock proposition that matches your unique risk and reward profile! After going through several stocks, we believe that investing a part of your portfolio in Tesla would help you achieve your investment objective of significant high-capital growth.

As you know, Tesla designs, develops, manufactures, sells, and leases electric vehicles and energy generation and storage systems. Its market segments include automotive, and energy generation and storage. Its most popular product is "Model 3", which is an absolute beauty to drive!

I am going to tell the three reasons why we think Tesla is the right fit for your investment portfolio:

1. Tesla has a significantly higher Price Earning Growth (PEG) ratio, 1.59 based on YE2020 figures. This would offer you the capital growth you desire.
2. Analysts believe that Tesla is on a very strong growth trajectory with an expectation of over 79% growth over the long term. This would mean a significant upside for your portfolio.
3. Tesla currently has lower net profit margins due to higher ongoing R&D expenditure on new products/services. We believe when these products are successfully launched, it would significantly increase the revenue while bringing down the cost, resulting in higher profits.

Based on the above reasons, we believe Tesla offers significant upside, right in line with your investment objectives. I hope the above reasons are clear, but please let me know if you have any questions.

Kindly let me know if you wish to go ahead and would like us to invest in Tesla on your behalf. I will get the investment mandate drafted for you to sign.

I look forward to speaking with you soon.

Take care, bye for now!