

## FIRM PROFILE

**DECEMBER 31, 2018** 

# Our core principle is that unexpected earnings growth is a persistent source of excess investment returns.

#### **ORGANIZATION**

- Founded in 1995
- Dallas-based
- \$3.2 billion in managed assets
- 100% Employee-owned
- 10 investment professionals averaging 11 years tenure and 21 years investment industry experience

#### **KEYS TO SUCCESS**

- Over 20 years focused on the theory and practice of capturing unexpected earnings
- A portfolio construction process integrating the best of both disciplines:
  - Quantitative research to identify opportunities and risks swiftly
  - Fundamental analysis to verify sources of unexpected growth
- Delivering realized growth that is better than expected

#### STRATEGY OFFERINGS

	Strategy Name	Inception Date	Investment Vehicles	Managed Assets (millions)
	U.S. Large Cap Focused Growth	Jan. 1992	Separate Account Mutual Fund	\$1,366
	U.S. Large Cap Diversified Growth	Mar. 2008	Separate Account Mutual Fund	\$1,566
	U.S. Small Cap Focused Growth	Jan. 2009	Separate Account	\$25
	U.S. Small Cap Diversified Growth	Jul. 2001	Separate Account	\$119
	Global Equity	Oct. 2011	Separate Account U.S. Ltd. Partnership	\$31
	International Equity	Dec. 2014	Separate Account U.S. Ltd. Partnership Mutual Fund	\$81
	Absolute Return Strategy (microcap long/short)	Mar. 2013	Separate Account U.S. Ltd. Partnership	\$13

## REPRESENTATIVE CLIENTS

#### **Public Funds**

- Florida State Board of Administration
- Irving Firemen's Relief and Retirement Fund

#### **Foundations and Endowments**

Effie & Wofford Cain Foundation

#### **Taft-Hartley**

- Houston Plumbers Local 68
- Minneapolis Electrical Workers Local 292
- Southern Electrical Workers Retirement Fund

#### **Mutual & Pooled Funds**

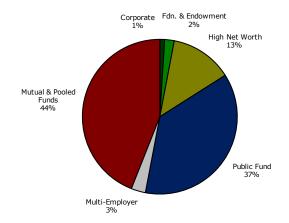
- AMG Mutual Funds
- First Investors Corp. Mutual Funds
- Nationwide Mutual Funds
- Saratoga Capital Management Mutual Funds

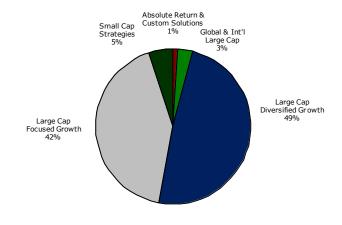
#### **Platforms**

- Raymond James
- Morgan Stanley
- Envestnet
- UBS

#### MANAGED ASSETS BY CLIENT TYPE

### MANAGED ASSETS BY STRATEGY





Past performance is not indicative of future results. As with any investment vehicle, there is always a potential for profit as well as the possibility of loss. Actual results may differ from composite returns, depending on account size, investment guidelines and/or restrictions, inception date and other factors. Nothing contained in this presentation should be construed as a recommendation to buy or sell a

#### PORTFOLIO MANAGEMENT PROCESS

#### We apply a systematic, model-based approach...

We start with a quantitative framework that helps us examine potential investments swiftly and systematically in a way that purely fundamental managers cannot emulate; then our fundamental work helps us understand the business underpinnings for sustained earnings growth. By starting with a quantitative framework, we often are able to find unexpected growth in counterintuitive places, and we also are able to recognize — without emotional bias — when it is time to sell.

#### Stephen S. Smith, CFA

- Founder and CEO
- · 23 years with firm

#### John D. Brim, CFA

- President and Portfolio Manager
- 20 years with firm

#### Robert Fletes, CFA

- Portfolio Trader
- · 3 years with firm

#### **Tyler Fulton**

- Portfolio Trader
- 1 year with firm

#### Stephanie C. Jones, CPA

- Portfolio Manager
- 8 years with firm

#### William C. Ketterer, CFA

- · Portfolio Manager
- 11 years with firm

#### **Eivind Olsen, CFA**

- Portfolio Manager
- . 10 years with firm

#### Lu Peh

- Data Specialist
- 1 year with firm

#### Richard C. Villars, CFA

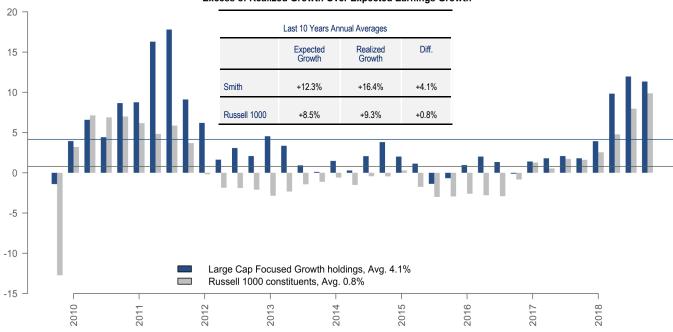
- Equity Strategist
- 10 years with firm

#### Christopher M. Zogg, CFA

- · Portfolio Manager
- 21 years with firm

#### REALIZED VS. FORECASTED GROWTH

#### **Excess of Realized Growth Over Expected Earnings Growth**



MEDIAN of the realized 12M EPS growth less forecasted 12M EPS growth at beginning of period

Note: The bars show the difference between the realized earnings growth rate and the First Call/Thomson Reuters consensus forecasted growth rate at the beginning of each rolling twelve month period. Thomson Reuters Corp. All Rights Reserved.

## Performance and Firm Disclosures

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