

## ORGANIZATION

- Founded in 1995
- Dallas-based
- \$2.9 billion in managed assets
- 100% Employee-owned
- A firm wide commitment to culture and diversity
- 11 investment professionals averaging 10 years tenure and 19 years investment industry experience

## KEYS TO SUCCESS

- Over 20 years focused on the theory and practice of capturing unexpected earnings growth
- 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

## Investment Process

The investment team uses quantitative and qualitative analysis to implement a repetitive, multi-step engineering approach to portfolio management designed to identify high quality, reasonably valued companies that Smith Group believes are poised to deliver an earnings growth rate in excess of investor expectations.

### BUY DISCIPLINE:

Companies are closely monitored and factors considered in analysis include:

- High likelihood of growing earnings at a rate in excess of investor expectations
- Attractive and improving earnings quality
- Reasonable valuation

### SELL DISCIPLINE:

The sell discipline is essential to controlling portfolio risk and includes:

- Decreased likelihood of earnings growth exceeding investor expectations
- Earnings quality deteriorates
- Extended valuation

## Investment Performance (%)

	4Q 2019	YTD	1 YEAR	3 YEARS	5 YEARS	SINCE INCEPT
<b>Large Cap Focused Growth</b>	<b>11.3</b>	<b>25.3</b>	<b>25.3</b>	<b>16.6</b>	<b>11.8</b>	<b>10.8</b>
<i>Russell 1000</i>	9.0	31.4	31.4	15.1	11.5	9.3
<b>Excess Return</b>	<b>+2.3</b>	<b>-6.1</b>	<b>-6.1</b>	<b>+1.5</b>	<b>+0.3</b>	<b>+1.5</b>
<i>Russell 1000 Growth</i>	10.6	36.4	36.4	20.5	14.6	9.1
<b>Excess Return</b>	<b>+0.7</b>	<b>-11.1</b>	<b>-11.1</b>	<b>-3.9</b>	<b>-2.8</b>	<b>+1.7</b>
<i>Net of Fees</i>	11.2	24.6	24.6	15.6	10.8	9.7

Inception Date: Jan. 1, 1996; periods greater than 1 year have been annualized

## Strategy Facts

Inception Date	Jan. 1, 1996
Total Assets	\$1.3 billion
# of Holdings	40 — 45
Inv. Vehicles	Sep. Account Mutual Fund
Allocation	Equity: 99% Cash: 1%
Benchmarks	Russell 1000 and Russell 1000 Growth

## Style Objective

	Value	Growth
Large		
Small		

## Risk/Return Statistics

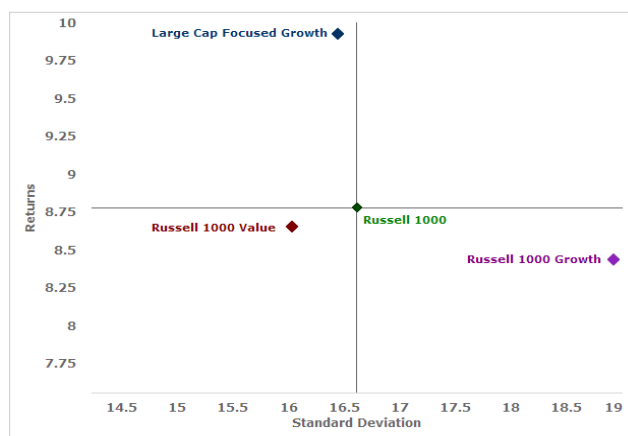
	v. R1000	v. R1000 Growth
Alpha	1.9	3.3
Beta	0.94	0.80
Info. Ratio	0.24	0.20
Tracking Error	5.89	4.92
Up/Down Mkt Capture	100/88	92/78

Timeframe: Jan. 1, 1996—Dec. 31, 2019, Gross of fees

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 security or economic sector. Please see firm and performance disclosures.

## Risk/Return

Risk/Return Scatter Chart  
Lg Cap Growth Style for 24 years  
Ended Dec. 31, 2019



Source: eVestment

## Sector Allocation (%)

	Smith	Russell 1000	Russell 1000 Growth
Cons. Discretionary	12.5	10.0	13.8
Cons. Staples	4.6	6.7	4.6
Energy	1.4	4.1	0.3
Financials	6.1	13.2	3.1
Health Care	19.6	13.9	14.7
Industrials	12.2	9.5	9.3
Info. Technology	35.1	23.1	38.9
Comm. Svcs.	8.7	9.9	11.6

## Strategy Characteristics

	Smith	Russell 1000	Russell 1000 Growth
P/E - 12M Fwd.	19.2x	19.6x	24.5x
EPS Growth - 12M Fwd.	9.8%	7.5%	10.0%
EPS Growth - 12M Trl.	18.9%	10.3%	14.7%
Dividend Yield	1.0%	1.8%	1.2%
Median Mkt. Cap. (\$B)	\$48.9	\$10.9	\$14.0
Holdings	40	997	530

## Last 10 Yrs. Calendar Year Performance (%)

Period	Smith		Russell 1000	Russell 1000 Growth
	Gross	Net		
2019	25.3	24.6	31.4	36.4
2018	-3.8	-4.8	-4.8	-1.5
2017	31.6	30.3	21.7	30.2
2016	6.2	5.1	12.1	7.1
2015	3.6	2.6	0.9	5.7
2014	14.0	12.8	13.2	13.1
2013	35.6	34.3	33.1	33.5
2012	13.8	12.7	16.4	15.3
2011	5.4	4.4	1.5	2.6
2010	20.3	19.2	16.1	16.7

## Top Ten Holdings

Microsoft	Cadence Design Systems
Fortinet	Automatic Data Processing
Adobe	Apple
Alphabet	Facebook
Zebra Technologies	Centene

## Performance and Firm Disclosures

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