

**Assets Under Management/Assets Under Advisement\***: \$163.8million

**Total Firm Equity Assets\*\***: \$9.2 billion

**Inception of the Portfolio**: 7/1/11

### INVESTMENT PHILOSOPHY

Our investment approach to emerging markets is systematic, diversified and risk aware. We believe a portfolio of companies with traditional value characteristics coupled with positive company-momentum factors will outperform the market over the long term.

### STRATEGY OVERVIEW

#### Key Tenets

##### Quantitatively Driven Process

- Robust stock selection model based on valuation, profitability and momentum factors
- Further enhanced by proprietary risk model and portfolio construction process
- Diversified exposure with geographic and sector neutrality

##### Multi-Faceted Approach

- Robust process leveraging proprietary models and customized optimization system
- Goal is to identify stocks that are not simply cheap but also have positive earnings and price momentum

##### Intelligent Risk Taking

- Take risk for which we expect to be compensated
- Limit exposures that introduce an excessive amount of risk for the associated return

### STRATEGY FACTS

#### Vehicle Offerings:

- Separate Account
- Mutual Fund
- Collective Investment Trust

Average number of securities: 350–450

Average annual turnover: 100%

### ANNUALIZED RETURNS

	SBH Gross	SBH Net	MSCI Emerging Markets Index
1 Year	0.99%	0.80%	1.21%
3 Years	12.38%	11.71%	10.66%
5 Years	2.97%	2.23%	2.49%
7 Years	5.44%	4.70%	4.15%
Since Inception	2.50%	1.79%	1.40%

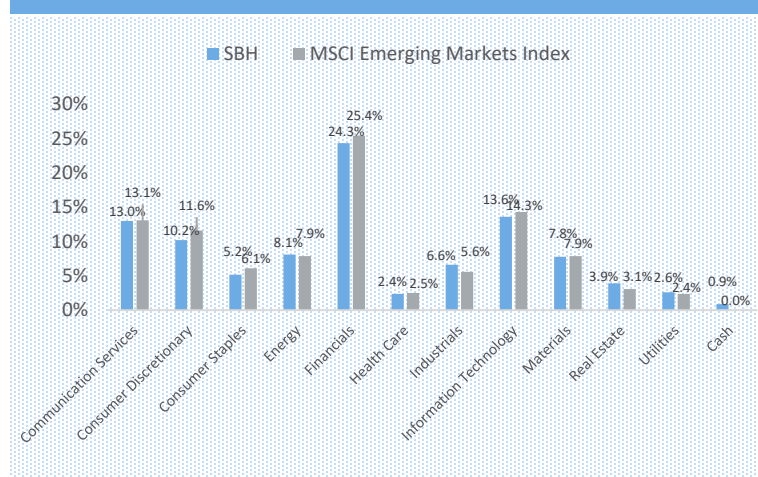
Source: FactSet, MSCI

### REPRESENTATIVE ACCOUNT<sup>1</sup> STATISTICS

	SBH	MSCI Emerging Markets Index
Dividend Yield	3.7%	2.8%
Dividend Yield FY1 Est.	4.1%	3.0%
Price/Earnings	8.8x	12.9x
P/E FY1 Est.	8.6x	12.8x
P/E FY2 Est.	7.9x	11.3x
Price/Cash Earnings	5.6x	8.4x
Price/Book	1.1x	1.6x
Return on Equity	15.2%	15.4%
Long-Term Debt/Capital	22.1	21.6
Median Market Cap (\$ mil.)	\$1,689.0	\$6,299.4
Weighted Avg. Market Cap (\$ mil.)	\$65,887.1	\$90,639.6
# of Securities	470	1,194

Source: FactSet, MSCI

### REPRESENTATIVE ACCOUNT<sup>1</sup> SECTOR COMPOSITION

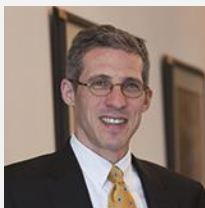


Source: FactSet, MSCI

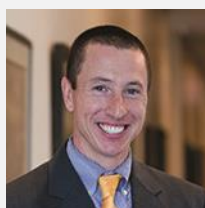
\*Data as of June 30, 2019. To provide transparency into the firm's Model UMA assets, SBH is renaming AUM (Assets Under Management) to AUM/AUA (Assets Under Advisement) and providing Model UMA assets quarterly, starting with 2Q19. Model UMA assets of \$0 million are included in the AUA portion of the AUM/AUA total as of June 30, 2019.

\*\*Includes domestic and international equity. Model UMA assets of \$468 million are included in the total firm equity assets (AUM/AUA) as of June 30, 2019

## PORTFOLIO MANAGEMENT



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### 3-YEAR EX-POST STANDARD DEVIATION

	SBH	MSCI Emerging Markets Index
2015	15.68%	14.06%
2016	17.11%	16.07%
2017	16.06%	15.35%
2018	14.92%	14.60%
2019	13.82%	13.66%

Source: FactSet, MSCI

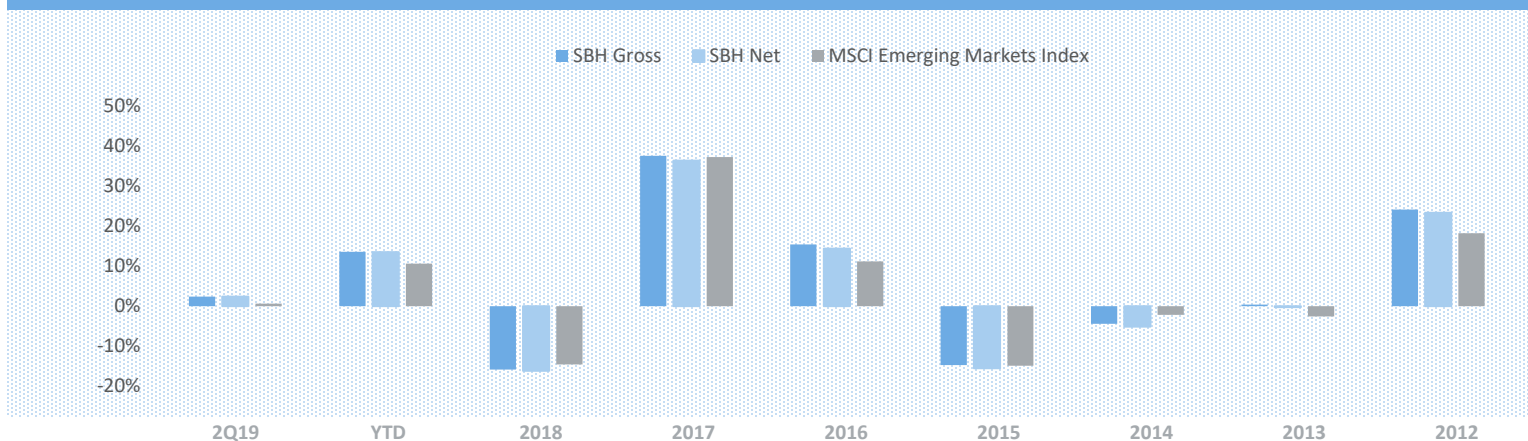
### REGIONAL EXPOSURE<sup>1</sup>

	SBH	MSCI Emerging Markets Index	Difference
Asia	72.0	72.1	-0.1
EMEA	15.1	15.6	-0.5
Latin America	12.0	12.3	-0.2
Cash	0.9	0.0	0.9

Source: SBH Research, FactSet, MSCI

<sup>1</sup> Presented as supplemental information to the fully compliant presentation.

## RETURNS



	2Q19	YTD	2018	2017	2016	2015	2014	2013	2012
<b>SBH Gross</b>	2.40%	13.58%	-15.90%	37.61%	15.43%	-14.80%	-4.43%	0.40%	24.14%
<b>SBH Net</b>	2.36%	13.48%	-16.23%	36.38%	14.42%	-15.59%	-5.15%	-0.26%	23.37%
<b>MSCI Emerging Markets Index</b>	0.61%	10.59%	-14.58%	37.28%	11.19%	-14.92%	-2.17%	-2.60%	18.22%

Source: FactSet, MSCI

Segall Bryant & Hamill is a Registered Investment Adviser, established in 1994. SBH provides fee-based management of fixed income and equity portfolios for institutional clients and high net worth individuals. The Emerging Markets composite was created in July 2011. The Emerging Markets composite is an equity strategy consisting of companies in 23 emerging markets with market capitalizations generally greater than \$300 million. The Emerging Markets composite is benchmarked against the MSCI Emerging Markets Index. The MSCI Emerging Markets Index is a free float-adjusted market capitalization index that is designed to measure the equity market performance in the global emerging markets. The index is a total return index net of foreign withholding taxes on dividends. The benchmark income is net of taxes from a Luxembourg tax perspective. The Emerging Markets composite is comprised of all fee paying, discretionary accounts managed to this investment approach which have assets greater than \$1 million. New accounts are added to the composite beginning the month following their inception date. Beginning November 1, 2011, a policy on the use of Temporary Accounts was used in dealing with large cash flows, defined as any cash flow greater than 5% of the market value on the previous valuation date. Gross results are shown net of trading costs and include the reinvestment of all dividends and interest. Net results reflect actual fees paid. The current fee schedule applicable to the Emerging Markets separate accounts is 0.90% on the first \$25 million of assets, 0.85% on the next \$50 million of assets and 0.80% over \$100 million of assets. Actual fees will vary. Prior to June 2015, performance results reflect returns generated by the investment manager using this investment strategy at another firm. The composite is presented in US dollars. Returns are calculated on a capitalization and time weighted basis and linked quarterly. A measure of dispersion is not required if a composite contains less than five portfolios. Neither the composite nor the benchmark returns reflect the withholding of any taxes for ordinary income or capital gains. It should be noted that principal risk is taken and that historical performance can not guarantee future results. A complete list and description of the firm's composites, as well as additional information regarding policies for valuing portfolios, calculating returns and preparing compliant presentations, is available upon request from SBH. Revised April 2018.