



# Mid Cap Value Equity

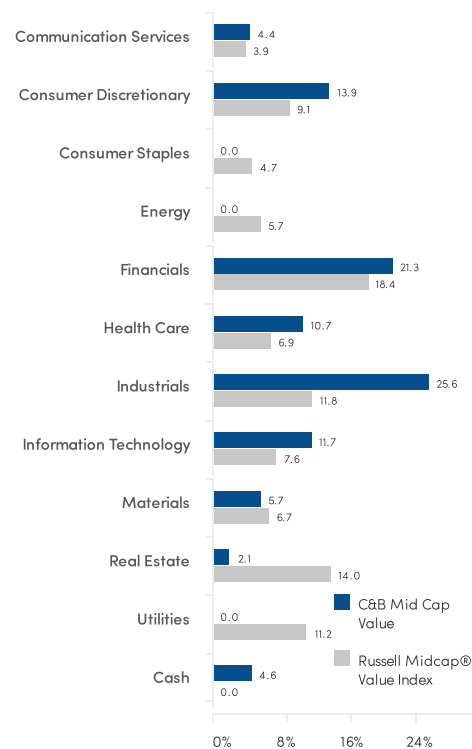
## Investment Overview & Process

### Strategy Overview:

- 40 to 50 companies in our fully invested, concentrated portfolio
- 21 year track record
- \$3.8 billion Mid Cap Value assets under management as of 12/31/2019
- 103% upside market capture ratio since 2000
- 82% downside market capture ratio since 2000

- GUIDES**
  - Philosophy
    - Fundamentals drive stock prices
    - Capital preservation improves returns
    - Culture shapes investment decisions
- SHARES**
  - Process
    - Thorough, proprietary research by career analysts
    - Focus on valuation and risk controls
    - Team environment – group discussion/analyst decision
- GENERATES**
  - Portfolio
    - Concentrated and diversified
    - Long-term/low turnover
    - Fully invested/limit on cash
  - Performance
    - Consistent pattern of results
    - Objective: Outperform the benchmark over the longer term

## Sector Weights

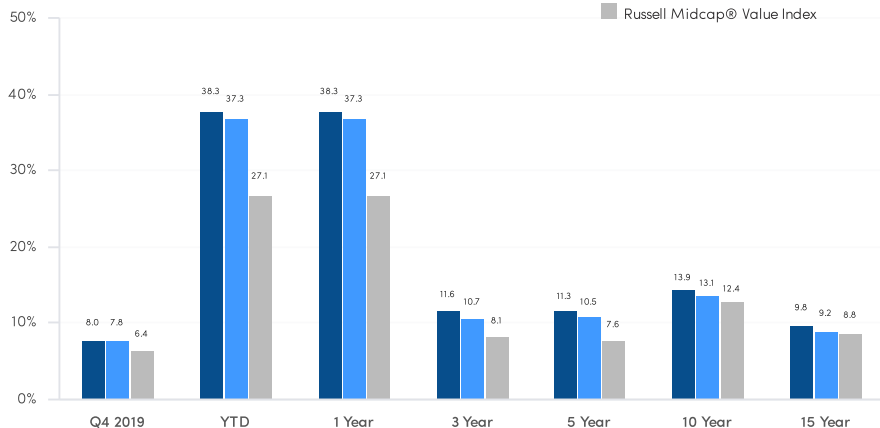


Source: Factset and Russell®

## Mid Cap Value Equity Composite Performance

Annualized Returns As of 12.31.2019

■ Cooke & Bieler - Gross of Fees  
■ Cooke & Bieler - Net of Fees  
■ Russell Midcap® Value Index



Source: Factset and Russell®

Past Performance is not indicative of future results

## Quality Characteristics

	C&B Mid Cap Value	Russell Midcap Value Index
ROC 5 Year Avg	13.3%	9.3%
Cash Interest Coverage	8.1x	6.5x
Debt/EBITDA	2.3x	3.1x
Forecasted P/E**	14.7x	17.9x
P/Normalized Earnings**	14.2x	-

\* Median

\*\* Weighted Harmonic Mean

Source: Factset and Russell®



## Portfolio Attributes

	C&B Mid Cap Value <sup>††</sup>	Russell Midcap® Value Index
# Holdings	47	631
Market Cap (\$B) Range	1.3 – 45.6	0.8 – 43.8
Market Cap (\$B) Wtd Avg	12.2	15.8
Annual Turnover	34%	-

Source: Factset and Russell®

## Top 10 Holdings

TCF Financial	3.8%
Helen of Troy	3.4%
Arrow Electronics	3.4%
Syneos Health	3.3%
American Eagle Outfitters	3.0%
AerCap Holdings	3.0%
Gildan Activewear	2.6%
Amdocs	2.5%
FirstCash	2.5%
Colfax	2.5%

## Mid Cap Value Equity Composite

Year	Total Return Gross of Fees (%)	Total Return Net of Fees (%)	Russell Midcap® Value Index (%)	Russell Midcap® Value Index 3-Yr Std Dev (%)	Composite 3-Yr Std Dev (%)	Composite Dispersion (%)	Market Value (\$Millions)	Total Firm Assets (\$Millions)	% of Total Firm Assets	# of Portfolios
2010	22.64	21.93	24.75	-	-	0.31	582.0	4,841.5	12	12
2011	(0.88)	(1.46)	(1.38)	22.78	21.42	0.18	414.3	4,471.6	9	10
2012	20.53	19.82	18.51	16.76	17.27	0.25	452.6	4,434.6	10	10
2013	38.66	37.89	33.46	13.69	13.80	0.18	634.0	4,724.5	13	12
2014	5.65	5.08	14.75	9.81	10.98	0.12	547.7	4,921.9	11	11
2015	(1.83)	(2.33)	(4.78)	10.71	11.93	0.15	398.2	4,804.9	8	11
2016	24.90	24.25	20.00	11.30	13.03	0.29	441.3	5,303.4	8	8
2017	16.30	15.33	13.34	10.32	11.72	0.13	496.9	5,912.3	8	7
2018	(13.58)	(14.32)	(12.29)	11.96	13.89	0.07	483.6	5,084.6	10	9
2019	38.32	37.31	27.06	12.79	15.56	0.22	865.1	9,757.1	9	10

Cooke & Bieler, L.P. (the Firm) is an independent investment management firm and is registered as an investment adviser under the Investment Advisers Act of 1940. Registration does not imply a certain level of skill or training.

Cooke & Bieler, L.P. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. The Firm has been independently verified for the period January 1, 1993 through December 31, 2018. Verification assesses whether (1) the Firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the Firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. Verification does not ensure the accuracy of any specific composite presentation.

The Mid Cap Value Equity Composite has been examined for the period from March 1, 1998 through December 31, 2018. The examination report is available upon request.

The Cooke & Bieler Mid Cap Value Equity Composite (Composite), whose inception date is March 1, 1998, currently includes all fully discretionary, fee paying, mid cap value equity portfolios managed for more than one month. During 2012, the market value for inclusion was \$1 million. Prior to 2012, the minimum market value for inclusion was \$2,500. For investment purposes, we generally define mid cap equity securities as those of companies whose market capitalization is within the Russell Midcap® Index at initial time of purchase. Securities are selected using the firm's fundamental, bottom-up approach. Portfolios are more concentrated, typically holding approximately 40-50 securities. The Composite was created in March 1998.

Rates of return are expressed in U.S. dollars. Portfolios are valued monthly on a trade date basis. Portfolio returns reflect the reinvestment of dividend and interest income and are calculated using the Modified Dietz method. The standard fee agreement is 0.75% on the first \$25 million, 0.65% on the next \$25 million and 0.58% per annum on the remaining balance, however fees are negotiable. As an example, the "cost" of the investment advisory fee of a \$25 million portfolio is .75% on an annualized basis. In a ten-year period, the effect of the investment advisory fee will reduce a 5% annual return by as much as 11.8% on a cumulative basis. Effective 1/1/2017, net of fee returns are calculated monthly by deducting one twelfth of the maximum fee rate for the respective period across all accounts in the composite. Prior to 1/1/2017, net of fee returns reflect the deduction of actual management fees. As of 12/31/19, less than 1% of composite assets are custodied with a broker that does not charge trading expenses. Accounts custodied with other brokers may incur trading expenses, which may reduce returns.

For comparison purposes, the Composite is measured against the Russell Midcap® Value Index. The Russell Midcap® Value Index measures the performance of those companies with lower price-to-book ratios and lower forecasted growth rates. The stocks are also members of the Russell 1000® Value index. The index returns are provided to represent the investment environment existing during the time periods shown and are not covered by the report of independent verifiers. Russell Investment Group is the source and owner of the trademarks, service marks and copyrights related to the Russell Indexes. Russell® is a trademark of Russell Investment Group.

The dispersion is measured using an asset weighted standard deviation of portfolio returns represented within the Composite for the full year. A list of composite descriptions is available upon request. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are also available upon request.

The three-year annualized ex-post standard deviation measures the variability of the composite (using gross returns) and the benchmark for the preceding 36-month period. The three-year annualized ex-post standard deviation is not required to be presented for periods prior to 2011 or when 36 monthly composite returns are not available.

Past performance is not indicative of future results.

<sup>†</sup>Supplemental information to the C&B Mid Cap Value Equity Composite. The Sector Weights, Quality Characteristics, Portfolio Attributes, and Top 10 Holdings were obtained from an institutional representative account that complements the compliant C&B Mid Cap Value Equity Composite.

<sup>††</sup>The data shown represents the aggregate characteristics of all securities held in the institutional representative Mid Cap Value account. There is no guarantee that holding securities with relatively high or low portfolio characteristics will cause the portfolio to outperform its benchmark.

Holdings are as of 12/31/19 and are subject to change and may no longer be held in client portfolios. The holdings of any particular account may vary based on investment restrictions applicable to the account. It should not be assumed that investments in any top 10 holdings were or will be profitable.