



## Investment Philosophy

We are a fundamental, “bottom up” manager with a long-term time horizon. Our investment philosophy focuses on buying high quality companies at the right price, a 20%+ discount to estimated fair value. Our approach emphasizes rigorous research, a disciplined stock selection process, a strong valuation orientation, a concentrated portfolio (35-45 holdings) and a well-defined sell discipline.

## Portfolio Overview

Average Turnover	<25%
Time Horizon	3-5 years
Market Cap at Initiation	>\$500 million
Focused	35-45 positions
Typical Holding	2-5%
Cash	5-20%
Cash at 12/31/20	13.5%
Active Share	91.8%

## Risk Metrics\*

Beta	0.96
R-Squared	0.93
Standard Deviation	20.2%
Sharpe Ratio	0.57
Alpha	7.0%
Tracking Error	5.3%
Information Ratio	1.35
Batting Average	0.72
Up Market Capture	115.9%
Down Market Capture	90.3%

\*3 YRS ending 12/31/20 vs. Russell 3000 Value

## Firm

Founded in 1994	
All Employees are Shareholders	
AUM (Firm)	\$1.223 billion
AUM (All Cap)	\$361 million

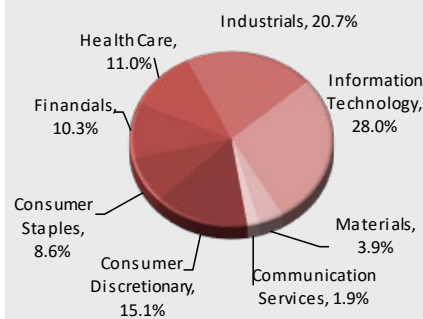
## Investment Team

Kevin Bernzott	33 Years Experience
Sean M. Greely, CFA	18 Years Experience
Robert Fitzpatrick, CFA	31 Years Experience

## Top 10 Holdings at 12/31/20

Shutterstock	4.3%
Artisan Partners Asset Management	4.2%
Hillenbrand	3.5%
Bottomline Technologies	3.4%
Compass Minerals International	3.2%
Cisco Systems	3.1%
Douglas Dynamics	3.1%
WillScot Mobile Mini Holdings	3.0%
Hostess Brands	2.8%
BrightView Holdings	2.7%
<b>% of total portfolio</b>	<b>33.3%</b>

## Sector Breakdown



## Portfolio Characteristics

Number of Holdings	40
Weighted Average Market Cap	\$51.7 Billion
Median Market Cap	\$3.8 Billion
Largest Cap	\$1.6 Trillion
Smallest Cap	\$700 million
EBIT Margin	15.9%
Trailing 5 YR ROE	16.1%
5 YR EPS Growth	13.9%
Forward P/E Ratio	27.7
Current Dividend Yield	1.4%
Discount to Fair Value	-18%

## All Cap Value Equity Composite Performance (12/31/20)

	4Q20	1YR	3YRS	5YRS	7YRS	Inception*
<b>Bernzott All Cap Value Equity (Gross)</b>	18.1%	15.9%	13.0%	16.0%	11.8%	13.4%
<b>Bernzott All Cap Value Equity (Net)</b>	17.9%	15.1%	12.2%	15.1%	11.0%	12.5%
Russell 3000 Value	17.2%	2.9%	5.9%	9.7%	8.1%	10.4%

**Quarterly Commentary:** The U.S. All Cap Value 4Q20 composite return was 17.9% (net). The strategy’s 70bps of outperformance compared to the Russell 3000 Value was primarily driven by Information Technology (+224bps), Industrials (+175bps), and Consumer Discretionary (+168 bps), offset by Financials (-114 bps), Healthcare (-97 bps), and Materials (-52 bps). Top Contributors: Cerence (CRNC), Shutterstock (SSTK), and Artisan Partners (APAM). Top Detractors: Inovalon (INOV), Lending Tree (TREE), and Intel (INTC).

We ended the quarter with 40 positions. We continue to believe the portfolio is well-positioned for long-term appreciation with a weighted average discount to fair value of 18% and a weighted average market capitalization of \$51.7 billion at the end of 4Q20.

As a bottom-up, fundamental value investor, the first step in our investment process is selecting quality companies using qualitative and quantitative factors. Attractive attributes we seek include: market leaders, recurring revenue or subscription model providing revenue visibility, high margins, high returns on capital and equity, and financial flexibility.

**BERNZOTT CAPITAL ADVISORS  
U.S. ALL CAP VALUE COMPOSITE  
ANNUAL DISCLOSURE PRESENTATION**

Year End	Total Firm Assets (USD) (millions)	Composite Assets (USD) (millions)	Number of Accounts	% of Non-Fee-Paying	Russell 3000 Value	S&P 500	Annual Performance Results Composite		Annual Composite Dispersion	Composite 3 Yr Standard Deviation	Russell 3000 Value 3Yr Standard Deviation	S&P 500 3Yr Standard Deviation
							Gross	Net				
2011	\$372.0	162.3	253	6.20%	-0.10%	2.11%	7.93%	7.07%	1.19%	NA	NA	NA
2012	\$395.2	173.9	256	6.10%	17.55%	16.00%	14.09%	13.21%	1.71%	NA	NA	NA
2013	\$513.6	199.4	254	4.80%	32.69%	32.39%	30.69%	29.68%	3.25%	10.37%	12.90%	11.94%
2014	\$528.7	183.3	237	5.50%	12.70%	13.69%	8.18%	7.30%	1.58%	8.31%	9.36%	8.98%
2015	\$577.2	161.6	233	4.20%	-4.13%	1.38%	-3.82%	-4.61%	1.28%	10.16%	10.75%	10.48%
2016	\$655.3	173.7	214	3.70%	18.40%	11.96%	18.03%	17.01%	1.39%	10.53%	10.97%	10.59%
2017	\$854.4	208.1	219	3.88%	13.19%	21.83%	23.33%	22.29%	1.87%	10.07%	10.33%	9.92%
2018	\$793.8	243.8	211	2.68%	-8.59%	-4.38%	-2.17%	-2.93%	0.95%	10.87%	11.05%	10.80%
2019	\$1,046.4	\$324.9	202	2.23%	26.26%	31.49%	27.37%	26.39%	2.33%	12.64%	12.18%	12.10%
2020	\$1225.4	\$301.5	165	1.86%	2.87%	18.40%	15.87%	15.04%	3.09%	20.19%	20.24%	18.79%

N.A.2 - Information is not statistically meaningful due to an insufficient period of time.

**U.S. All Cap Value Composite** The U.S. All Cap Value Composite includes all fully discretionary portfolios that invest in U.S. stocks that are considered to have risk-adjusted returns purchased at reasonable prices. The composite includes concentrated portfolios of market leading companies with consistent operating performance, significant recurring revenue, solid operating margin, moderate leverage and strong returns on capital. For comparison purposes this composite is measured against the Russell 3000 Value and S&P 500. The minimum account size for this composite is \$100 thousand. Prior to 12/31/2013, the composite was named the US Equity Opportunity Composite. As of 1/1/2014, The Russell 3000 Value was added as the primary benchmark. The S&P 500 was left as a secondary benchmark. The Russell 3000 Value was updated historically as the firm believes that it is a better comparison for the underlying strategy for the entire period shown.

Bernzott Capital Advisors (BCA) claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. BCA has been independently verified for the periods of January 1, 1995 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. The U.S. All Cap Value composite has been examined for the periods of January 1, 2011 through December 31, 2018. The verification and performance examination reports are available upon request.

BCA is an independent registered investment adviser. The firm's list of composite

descriptions is available upon request. Results are based on fully discretionary accounts

under management, including those accounts no longer with the firm.

The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of management fees and include the reinvestment of all income. Net of fee performance was calculated using actual management fees. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

For institutional client accounts in the U.S. All Cap Value strategy, the management fee schedule is as follows: 0.75% on the first \$25 Million; 0.70% on the next \$25 Million; 0.65% on the next \$50 Million and 0.60% on the balance. For private client accounts, the management fee schedule is as follows: 1% on the first \$2 Million; 0.75% on the next \$3 Million; 0.50% on the balance. Special circumstances unique to a specific client may result in the negotiation of fees different than those set forth herein. We generally aggregate separate accounts of a single relationship for billing purposes. We may serve certain non-profits qualified under Section 501(c)3 IRC at a discount and we waive fees for employees and related parties.

The U.S. All Cap Value Composite was created January 1, 2011. Past performance is not indicative of future results.