

# Meritage Growth Equity

The Meritage Growth Equity strategy composite was established in 2000, capitalizing on the firm's conviction in quantitative methodologies to drive security selection.

The investment approach is quantitatively driven by the Meritage multifactor ranking process which identifies attractive companies with reasonable valuations and above-average cash flow returns on invested capital. Earnings quality, investor sentiment, business momentum, capital efficiency, valuation and growth factors provide a collective assessment of upside opportunity based on historical correlations. The combination of these multiple perspectives results in a broad corroboration of appreciation opportunities in growth stocks. A qualitative assessment comes in at a secondary level, focused on nonquantitative aspects with regard to financial quality and portfolio diversification.

## Core Beliefs

- Stock prices are more volatile than business valuations.
- Bottom-up stock selection is the highest quality source of excess return.
- A systematic, factor-based security selection process is highly
  efficient for identifying companies with the potential for price
  appreciation and avoid biases or mental shortcuts, such as
  herd behavior, that lead to irrational decision-making.
- A consistent process to identify and assess investment opportunities is crucial in order to produce differentiated results.

Key Facts	
Inception:	December 31, 2000
Benchmark	Russell 1000 Growth
Firm AUM	\$1.5 Billion as of 12/31/18
Strategy AUM	\$428.0 million as of 12/31/18
Firm Associates	17



# Meritage Growth Equity Performance

## Risk Adjusted Return Statistics - Universe Quartile Rankings

5 Years Ending 12/31/2018



Meritage Growth Equity Composite Gross of Fees
5 Year MPT Statistics vs eVestment Alliance Universe of U.S. Large Cap Growth Managers. Universe performance figures are gross of fee.

### Annualized Returns (%)

Periods Ending 12/31/2018

	1 Year	3 Years	5 Years	10 Years	Inception
Meritage Growth Equity Gross	-3.1	11.6	10.1	14.2	7.0
Meritage Growth Equity Net <sup>2</sup>	-3.9	10.7	9.2	13.3	6.1
Meritage Growth Equity Net of Institutional Fee <sup>1</sup>	-3.8	10.8	9.4	13.5	6.3
Russell 1000 Growth Index	-1.5	11.2	10.4	15.3	5.4

Inception Date 12/31/2000

This information is presented as supplemental information to the Composite Disclosures included at the end of this presentation.

<sup>&</sup>lt;sup>1</sup>The standard Meritage institutional fee of 0.65%/year is modeled into results. Fee breaks at higher asset levels are not reflected.

<sup>&</sup>lt;sup>2</sup>The standard Meritage private client fee of 0.875%/year is modeled into results. Fee breaks at higher asset levels are not reflected.



# Meritage Growth Equity

## **Investment Process**

**6500 securities reduced to 2700** financial quality of C+ or better, and minimum weekly trading value of \$5 mln.



Multi-factor ranking process combines two independent perspectives: 1) Capital efficiency, growth, valuation, business momentum, and investor sentiment factors that correlate with subsequent price movement; 2) Intrinsic valuation.

**Top ranked candidates, 6% of universe** form primary buy candidate list

A sell discipline is primarily driven by the deterioration in a stock's multi-factor rank.

5-Yr. historical turnover approximately 70%

Qualitative assessment: 1) deepen our understanding of risk and growth potential; 2) evaluate how the stock might affect portfolio characteristics.

Portfolio construction 35 – 75 securities

## Portfolio Construction

- Sector diversification: sector sizes can be up to two times the index for larger sectors; up to three times for smaller sectors.
- Non-U.S. holdings, including tax haven domiciles, have averaged 10% since inception
- No quant-engineered ex-ante tracking error target or risk optimization

- Cash balances are primarily frictional
- Portfolio characteristics controlled within ranges relative to benchmark
- Position size ranges from 1% to 7%



# Meritage Growth Equity Portfolio

Periods Ending 12/31/2018

## **Quantitative Measures**

	Meritage Growth	Russell 1000G
Risk		
Risk (5-Yr Beta)	0.98	1.00
Value		
Price/Operating Earnings	30.7	27.7
Price/Cash Flow	20.1	19.1
Earnings		
CFROI	21.9	19.7
5 Year Earnings Growth Est	16.8	18.2
Income		
Dividend Yield	0.9	1.5
Portfolio Rank		
Meritage Growth Score	24	27

## Sector Diversification (%)

	Strategy	Index
Energy	0.0	0.8
Materials	0.0	1.8
Industrials	6.0	11.8
Consumer Discretionary	16.5	15.1
Consumer Staples	5.1	6.0
Health Care	19.3	14.3
Financials	4.0	4.4
Information Technology	38.0	31.5
Commun. Services	11.1	11.9
Utilities	0.0	0.0
Real Estate	0.0	2.3

## Top Ten Holdings (%)

Apple	6.0
Microsoft	5.7
Vanguard Growth ETF	5.2
Amazon	5.2
Alphabet Cl A	4.5
Zebra Technologies	4.3
Intuitive Surgical	4.2
Home Depot	4.1
MasterCard	3.8
Fortinet	3.1

## Market Cap Distribution (%)

	Strategy	Index
> \$50 Billion	47	65
\$10 Billion to \$50 Billion	28	27
\$2 Billion to \$10 Billion	18	8
< \$2 Billion	7	0

## Up/Down Capture Ratio 5 Yrs (%)

Growth Up	99
Growth Down	103

# Non-U.S. Holdings: 7.3% (5 Stocks)

Ireland	3.2
Japan	1.5
Israel	1.3
United Kingdom	1.3

This information is presented as supplemental information to the Composite Disclosures included at the end of this presentation. Portfolio Characteristics information is for a representative account.

# Institutional Fee Schedule

### Fee schedule

On the first \$5 million	0.650%/YR
On the next \$20 million	0.500%/YR
On the next \$25 million	0.400%/YR
On the next \$150 million	0.300%/YR
Over \$200 million	0.200%/YR

Disclosures to follow.

As a fee-based firm, Meritage does not accept other forms of compensation from referrals made or commissions on sale of outside investment products. Other fees the client may incur include third party custodial fees and/or trading costs from buying and selling securities.

# Meritage Growth Equity

## Investment Team



**Leonard C. Mitchell, CFA**Principal, Senior Portfolio Manager



**Sharon L. Divine, CFA**Principal, Senior Portfolio Manager
and Director of Quantitative Research



**John M. Wallis, CFA**Director of Qualitative Research

Len is a Principal and serves as the lead manager of the Meritage Growth Equity and Small Cap Growth Equity strategies. Len has over 35 years of investment experience. Len began his investment career as an oil and energy analyst.

Len serves as a primary contact on many of the firm's private and institutional relationships. He received his B.A. in Accounting and M.B.A. in Finance from Texas Christian University with Honors.

Sharon is a Principal and serves as the lead manager of the Meritage Small Cap Value Equity strategy. She leads the development of the quantitative aspects of the firm's equity investment process and serves as a primary contact for many of the firm's clients. Sharon has over 29 years of investment experience in portfolio management and investment analysis.

Sharon received her B.B.A. with emphasis in Computer Science and M.B.A in Finance from the University of Missouri-Kansas City with Honors.

John leads the qualitative analysis component of the firm's equity investment process. He also manages the firm's macroeconomic environment analysis. John has 25 years of institutional experience in portfolio management, publicly traded security analysis and private investment analysis.

John has a B.S. degree from Arizona State University and an M.B.A. in Finance from Avila University, Kansas City, Missouri.

# Meritage Growth Equity Disclosures



Meritage Growth Equity Returns			Annualized Ex-Post		Composite Assets				
Year Ending	Total Gross Asset-Wtd.	Total Net Asset-Wtd.	R1000G* Benchmark	Composite 3-Yr St Dev	Benchmark 3-Yr St Dev	Number of Portfolios	Asset-Wtd. Standard Dev.	End of Period (Mln)	Composite Assets vs. Firm Assets
12/31/09	25.9%	24.9%	37.2%	16.73%	19.73%	101	0.56%	117.3	13.9%
12/31/10	23.4%	22.4%	16.7%	19.10%	22.11%	127	0.28%	155.1	16.6%
12/31/11	0.0%	(0.8%)	2.6%	16.79%	17.76%	136	0.10%	145.0	15.5%
12/31/12	14.0%	13.1%	15.3%	14.83%	15.66%	140	0.22%	155.1	13.9%
12/31/13	31.6%	30.6%	33.5%	12.29%	12.18%	205	0.48%	234.4	18.0%
12/31/14	13.5%	12.6%	13.1%	9.75%	9.59%	222	0.21%	230.9	14.5%
12/31/15	2.7%	1.9%	5.7%	10.60%	10.70%	244	0.16%	249.6	16.3%
12/31/16	12.6%	11.7%	7.1%	11.00%	11.15%	233	0.19%	272.8	18.0%
12/31/17	27.3%	26.3%	30.2%	10.02%	10.54%	276	0.27%	348.3	21.2%
12/31/18	-3.1%	-3.9%	-1.5%	12.40%	12.13%	285	0.27%	328.0	22.8%

## Periods Ending 12/31/2018

## Annualized Returns (%)

	1 Year	3 Years	5 Years	10 Years
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## Meritage Growth Equity Disclosures

#### **Composite Description:**

The Meritage Growth Equity composite is an actively managed growth equity strategy that evaluates companies of all capitalization sizes and is driven by Meritage's value-centric and growth quantitative process. Portfolio holdings focus on companies that exhibit attractive sustainable growth and above-average cash flow/return on investment. The Manager combines experienced-based qualitative fundamental analysis with the firm's proprietary multi-factor models. The benchmark is the Russell 1000 Growth index.

#### **Benchmark Description:**

The Russell 1000 Growth index is a market-cap weighted index and measures the performance of the large-cap growth segment of the U.S. equity universe.

#### **Definition of the Firm:**

Meritage Portfolio Management is an independent investment management firm that is not affiliated with any parent organization.

#### **Basis for Composites:**

Meritage Portfolio Management's Growth Equity Composite, created October 1, 2006, is composed of managed, fully discretionary, fee paying accounts managed in the Meritage Growth Equity strategy.

#### **Definition of Significant Cash Flows:**

Effective June 30, 2002, Meritage temporarily excludes portfolios from the composite for periods experiencing a significant cash flow defined as an aggregate of flows exceeding 10% of the portfolios beginning market value for the month of the flow.

#### Fees:

Returns are presented gross and net of management fees. Gross-of-Fees performance returns are presented before management fees. Net-of-Fees performance returns are calculated by deducting Meritage Portfolio Management's standard fee rates from the gross composite return on a monthly frequency. This produces a compounding effect on the total rate of net return. Other fees reflected in both gross and net returns include withholding taxes. Withholding taxes on foreign-based investments have been deducted from both gross and net performance, contingent on how the withholding information is received from the firm's independent third party pricing source. Once withholding tax information is received from the custodian, performance is trued up to be consistent with what the custodian withheld.

## Meritage Portfolio Management's standard fee schedules are as follows:

For Equity Strategy Composites the standard fees are: 0.875% on the first \$2,500,000; 0.75% on the next \$2,500,000; 0.625% on the next \$5,000,000; and 0.50% on assets over \$10,000,000. Actual investment management fees incurred by clients may vary.

## Calculation Methodology:

Returns from cash and cash equivalents held in portfolios are included in total return calculations. Total return includes realized and unrealized gains and losses, plus reinvestment of income. Gross-of-Fees returns are calculated before the deduction of investment

management fees and after the deduction of direct trading expenses. Net-of-Fees returns are calculated after the deduction of Meritage Portfolio Management's standard investment management fee rates and direct trading expenses. Both gross-of-fees and net-of-fees returns are calculated after or before the deduction of withholding taxes on foreign dividends, contingent on how the withholding tax information is received from our independent third party pricing source. Accounts may be subject to customized commission schedules.

Policies for valuing portfolios, calculating performance and preparing compliant presentations are available upon request. Past performance is no guarantee of future results.

#### Minimum Account Size:

The established minimum portfolio market value is \$200,000, effective as of 02/28/2009. A portfolio is included in the composite one month after it reaches the minimum size inclusion level for a full performance period. A portfolio is excluded from the composite if the portfolio market value drops below \$150,000 for 2 consecutive months. Prior to 02/28/2009, the established minimum inclusion level was \$300,000, with a minimum exclusion level of \$250,000.

#### Currency:

Returns are calculated and presented in U.S. dollars.

eVestment universe returns, benchmark indices and related statistics are presented Gross-of-Fee.

A complete list and description of Meritage Portfolio Management's composites is available upon request.

Meritage Portfolio Management claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Meritage Portfolio Management has been independently verified for the periods December 31, 2000 through June 30, 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 Meritage Growth Equity composite has been examined for the periods December 31, 2000 through June 30, 2018. The verification and performance examination reports are available upon request.

\*Russell 1000 Growth Index



Meritage Portfolio Management is an institutionally based investment management firm, providing asset management for families, foundations, endowments, corporations and qualified retirement plans. The firm manages \$1.5 billion in assets for local, regional, and national clients from its base in Overland Park, Kansas.

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