



Tom Johnson Investment Management, LLC

## Firm Overview

Tom Johnson Investment Management, LLC was founded in 1983 and is based in Oklahoma City, Oklahoma. TJIM's investment team averages over 20 years of experience. All of TJIM's investment committee members are CFA charterholders who collectively hold 5 MBA's, 1 Ph.D., and one Financial Risk Manager (FRM) designation. TJIM's team draws on the diverse knowledge and experience of each underlying member to provide the best investment decisions for client portfolios. TJIM manages all accounts as separate accounts with individual securities.

## TJIM Core Equity Process

TJIM's Core Equity approach adheres to the time-tested and market-weathered principles of diversification and valuation standards with a goal of providing superior risk-adjusted returns over a market cycle. TJIM's focus is on purchasing equity securities that have valuations lower than their peer group in industries that provide the best opportunity in the foreseeable future. Under normal circumstances, portfolios are managed with the following guidelines:

### Diversification

- 5% max position size
- Own at least 8 of 10 sectors
- Max sector allocation of 2x the S&P or 10%, whichever is larger

### Valuation

- Aggregate PE less than the market
- Low price-to-cash flow
- Low price-to-book
- Sum-of-parts analysis

### Security Selection

- Primarily large /mid cap companies
- Rigorous fundamental analysis
- Tactical macro-economic opportunities

### Risk Management

- Favorable up/down capture
- Unsystematic risk review
- Historically lower standard deviation than the S&P 500

## Consistency

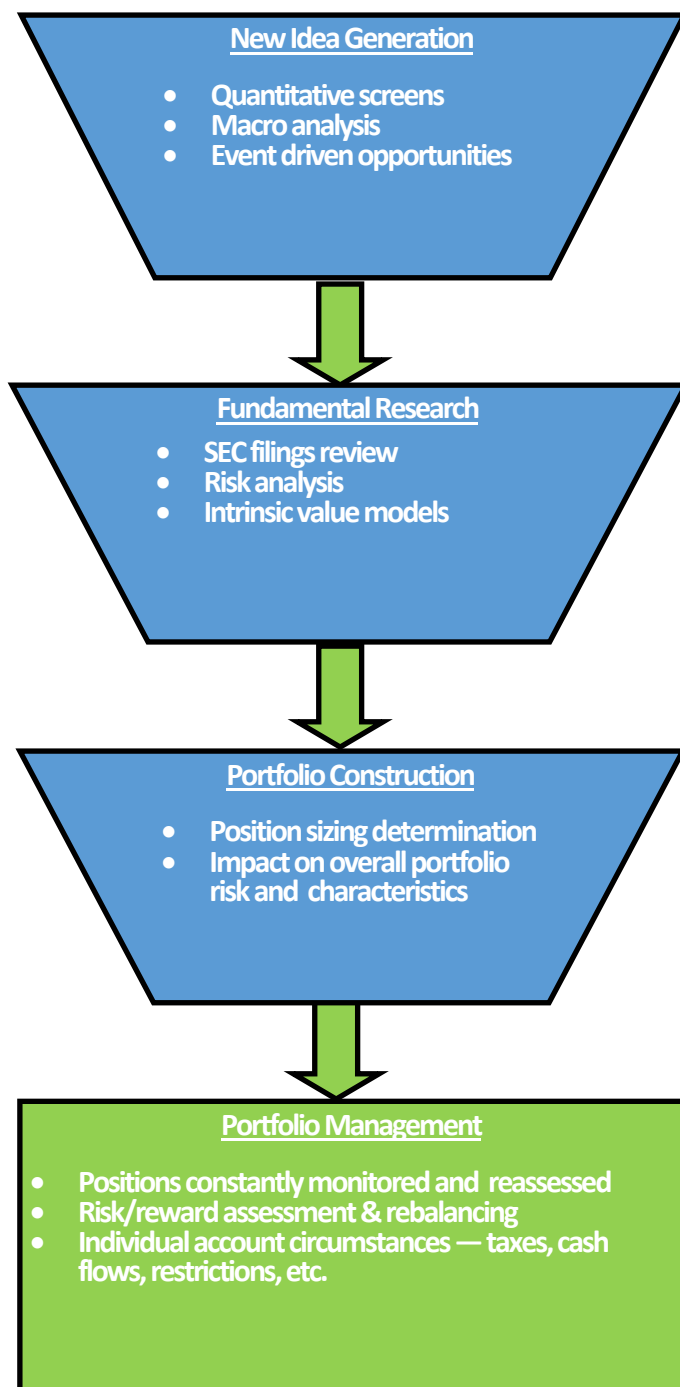
TJIM's primary goal is to deliver consistent, high-quality equity exposure that does well across a broad range of environments. This commitment to consistency is demonstrated by TJIM's positive equity performance in 28 of the last 34 years, and outperformance in 4 of the 5 down years. TJIM has achieved a long-term annualized return of over 10% for over 30 years.

## TJIM General Information

Investment Style	US large /mid cap core relative value
Investment Approach	Combination of top-down macro analysis coupled with bottom-up fundamental research
Benchmark	S&P 500
Inception Date	12/31/1983
Portfolio Managers	Richard Parry, CFA, Doug Haws, CFA, Cory Robinson, CFA, FRM, Nick Pointer, CFA, Steve Schenk, CFA, Ned Schrems, CFA, Ph.D.

## TJIM Philosophy

TJIM has a conservative philosophy for investing client assets. TJIM believes that attractive risk-adjusted performance is best achieved by building a prudent, well-diversified, high-quality portfolio that addresses capital preservation and risk. TJIM's over-riding goal is to provide good returns in up markets while protecting wealth when down markets inevitably occur, which should lead to outperformance over a full market cycle.





Tom Johnson Investment Management, LLC

Period Ending 09/30/18

## Portfolio Characteristics

	TJIM Core Equity	S&P 500 Index
P.E Forecast 1-year	13.0	21.4
Dividend Yield (%)	2.33%	1.80%
Wtd. Avg. Market Cap (\$B)	148.1	246.0
Avg. Market Cap (\$B)	111.8	53.5
% EPS Growth Next 5 Yrs.	9.7%	13.2%
Number of Holdings	46	506

## Top 10 Holdings

Cisco Systems Inc.	4.71%
Apple Inc.	4.47%
JPMorgan Chase & Co.	4.12%
Aflac Inc.	3.39%
Pfizer Inc.	3.21%
Allstate Corp.	3.18%
EMCOR Group Inc.	3.00%
Citigroup Inc.	2.87%
Union Pacific Corporation	2.71%
CVS Health Corporation	2.69%

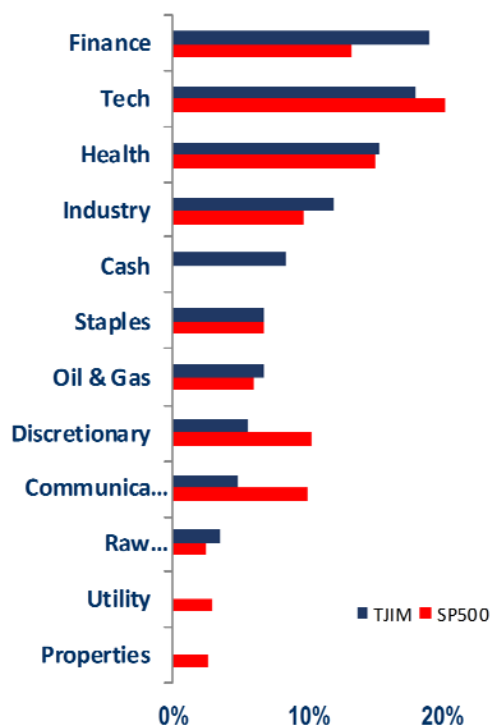
## Performance Statistics

### Core Relative Value Equity Composite

Since Inception	TJIM Gross	S&P 500
Upside Capture	93.0%	100.0%
Downside Capture	86.0%	100.0%
Annual Std. Deviation	14.8%	15.5%
Sharpe Ratio	0.54	0.53

Annualized As of 09/30/18	TJIM Gross	TJIM Net	S&P 500
1 Year	11.98%	11.40%	17.90%
3 Year	11.70%	11.12%	17.31%
5 Year	9.09%	8.51%	13.95%
7 Year	12.94%	12.33%	16.91%
10 Year	9.92%	9.30%	11.97%
Inception (12/1983)	11.01%	10.57%	11.24%

## Sector Weightings



Tom Johnson Investment Management is an independent investment management firm specializing in the management of equity and fixed income securities. The firm is a registered investment advisor with the SEC. The TJIM Equity Core/Relative Value Portfolio composite was created January 1, 1988 and contains all fully discretionary equity portfolios managed in a style that emphasizes a conservative investment philosophy stressing adequate diversification, risk minimization, and consistency of returns. Tom Johnson Investment Management claims compliance with the Global Investment Performance Standards (GIPS®). The above information is presented as “supplemental information” included as part of our GIPS compliant performance presentation. Clients in a wrap program will have a net return reduced by the advisory fee and any other expense client may incur in connection with the management of client’s investment advisory account.

# Core/Relative Value Equity Portfolio

## Performance Disclosure

Tom Johnson Investment Management, LLC

Year	TJIM Gross Return	TJIM Net Return	S&P 500 Index	Number of Portfolios	Internal Dispersion	Composite 3-Yr St Dev	S&P 500 3-Yr St Dev	Composite Assets (\$MM)	% of Total Firm Assets	Total Firm Assets (\$MM)
2017	12.91%	12.30%	21.83%	26	0.52%	11.32%	10.06%	\$32.7	3.9%	\$844.1
2016	11.83%	11.22%	11.96%	22	1.16%	11.55%	10.74%	\$28.0	3.7%	\$765.6
2015	-6.48%	-6.93%	1.38%	22	0.36%	11.15%	10.62%	\$26.6	4.1%	\$647.5
2014	12.18%	11.54%	13.69%	22	0.44%	8.76%	9.10%	\$30.5	4.8%	\$630.4
2013	31.41%	30.68%	32.39%	22	1.49%	12.07%	12.11%	\$25.9	4.3%	\$595.4
2012	11.93%	11.30%	16.00%	16	0.47%	15.52%	15.30%	\$8.2	1.5%	\$540.9
2011	2.16%	1.60%	2.11%	14	0.43%	17.97%	18.97%	\$10.6	2.1%	\$497.1
2010	15.20%	14.47%	15.06%	12	0.93%	21.46%	22.16%	\$11.4	2.3%	\$496.3
2009	33.32%	32.48%	26.47%	13	3.68%	19.06%	19.91%	\$8.6	2.0%	\$429.1
2008	-33.58%	-33.93%	-37.00%	15	1.36%	15.99%	15.29%	\$7.9	2.6%	\$299.8

Tom Johnson Investment Management claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Tom Johnson Investment Management has been independently verified for the period January 1, 2003 to December 31, 2011. The verification report is available upon request. 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.

### Firm Information

Tom Johnson Investment Management is an independent investment management firm specializing in the management of equity and fixed income securities. The firm is a registered investment advisor with the SEC. Total Firm Assets above are presented per GIPS definition.

### Composite Information

The TJIM Core / Relative Value Equity Portfolio composite was created January 1, 1988 and contains all fully discretionary equity portfolios managed in a style that emphasizes a conservative investment philosophy stressing adequate diversification, risk minimization, and consistency of returns. In the past this composite has also been named TJIM Equity, TJIM Core Equity and TJIM Equity/Core Composite. This composite does not include wrap or model portfolios. TJIM provides model strategies to various sponsoring firms and does not manage those models on a discretionary basis. A complete list and description of firm composites is available upon request.

### Benchmark

The S&P 500 Total Return Index.

### Performance Calculations

Valuations and returns reflect the reinvestment of dividend and interest income and are computed and stated in U.S. dollars. Performance figures are presented gross of management fees and custodial fees but net of all trading expenses. Net-of-fees returns are calculated using actual management fees that were paid.

TJIM's standard fee schedule is 1% on the first \$1,000,000, 0.75% on the next \$4,000,000, 0.60% on the next \$5,000,000, 0.50% on the next \$15,000,000, 0.45% of the next \$25,000,000, 0.40% of the next \$50,000,000, over \$100,000,000 is quoted upon request. Fees may be negotiated depending upon a variety of variables.

Composite policy requires the temporary removal of any portfolio incurring a client initiated significant cash inflow or outflow of 30% or greater of portfolio assets. The temporary removal of such an account occurs at the beginning of the quarter in which the significant cash flow occurs and the account re-enters the composite at the beginning of the quarter after the cash flow or the beginning of the quarter after the account has achieved representativeness to the style portfolio. Prior to 10/01/08, while TJIM utilized Sungard, Modified Dietz was used without revaluation.

Internal dispersion is calculated using the asset-weighted standard deviation of the annual gross returns of those portfolios that were included in the composite for the entire year. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

### Performance presented herein represents past performance and does not guarantee future results.

There is no guarantee any investment or TJIM's portfolios will meet their objectives. All investments involve the risk of loss as well as the potential for gains. Individual clients may realize different results due to differing circumstances. This information is not intended to constitute legal, tax, accounting or investment advice. No bank guarantee. Not FDIC insured. May lose value.

