



Tom Johnson Investment Management, LLC

Firm Profile

Firm Overview

Founded—1983

Located—Oklahoma City, OK

Independence—100% employee owned

Focus—Investment Management

Fiduciary—Legally obligated to put our clients first

Vehicle—Separately managed accounts with individual securities

Due diligence—everything we buy is heavily vetted

TJIM Investment Team

Experience—Average over 20 years

TJIM Tenure—Averages over 15 years

Education—6 undergraduate degrees, 4 MBAs

Professional Designations—5 CFA charterholders, 1 Financial

Risk Manager

TJIM Administrative Team

Experience—Averages over 20 years

TJIM Tenure —Averages over 20 years

We Win by Not Losing

TJIM's award-winning team of five CFA charterholders focuses our extensive investment experience on providing attractive risk-adjusted returns for our clients over the long term by participating in up markets and protecting wealth during down markets, through a consistent process of rigorously researching, monitoring, and managing investment portfolios within a risk controlled framework.

Historically this mandate has led to market beating performance with less risk. As an independent organization, TJIM's interests are aligned with our clients', which allows us to retain our performance-oriented culture, while our team structure allows an extraordinary level of accessibility to key investment personnel.

TJIM Philosophy

- Downside protection is key to outperforming over a market cycle
- Valuation is a key determinant of investment attractiveness
- Diversification without over-diversifying into additional assets or securities that don't provide additional benefit
- Keep costs low—fees, commissions, turnover, taxes, etc.
- Mean reversion is a key component of successful investing
- Uncertainty creates opportunity
- Investors often over-react to news both good and bad
- Conviction comes from knowledge obtained through research

TJIM Culture

- Client focused
- Performance driven
- Risk first, return second
- Independent
- Research rigor
- Focused on investments through value & income lens
- Compliance oriented
- Skeptical
- Respect for history

TJIM Risk Management

- Position size limits
- Sector limits
- No leverage
- No derivatives
- Diversification rules
- Qualitative review of unsystematic risks
- Risk managed by varying position sizes
- Valuation rules—focus on cheap securities
- Focus on large liquid markets
- Operational controls—monthly compliance meetings
- Daily position monitoring
- Monthly/Quarterly performance attribution



Tom Johnson Investment Management, LLC

Attributes of Outperforming Managers

- Reasonable turnover
- Value oriented style
- High Active Share
- Reasonable concentration
- Focus on the long term
- Located in non-market centers
- Smaller assets under management

Attributes of TJIM

- 20 to 35% Annual turnover
- Aggregate valuation less than market
- Active share averages over 80%
- 30 to 50 holdings
- Over 30 year track record
- Oklahoma City based
- Over 1 Billion in AUM

Name	Investment Professional Since	Educational Background		Prior Experience	Other
		Undergraduate	Graduate		
INVESTMENT TEAM					
Richard H. Parry, CFA <i>President, Chief Investment Officer</i>	1981	University of Colorado, BS International Business	Oklahoma City University, MBA Finance	First Interstate Bank/FIMCO Investment Mgr, Sr. Portfolio Mgr First National Bank & Trust/OKC Auditor, CR Strategic Planner, PM & SA Adjunct Professor, OCU	CFA charterholder
Douglas A. Haws, CFA <i>Vice President, Portfolio Manager</i>	1994	University of Oklahoma, BBA Finance	The Wharton School University of Pennsylvania, MBA Finance	Union Pacific Corporation Internal Auditor Adjunct Professor, OU Finance & Investments	CFA charterholder
Nicholas J. Pointer, CFA <i>Vice President, Portfolio Manager and Trader</i>	2008	University of Oklahoma, BA Political Science	University of Oklahoma, MBA Corporate Finance & Investment Management	Oklahoma Teachers Retirement System Investment Analyst American Airlines Financial Analyst Adjunct Professor, OCU Finance & Investments	CFA charterholder
Cory J. Robinson, CFA, FRM <i>Vice President, Portfolio Manager</i>	2000	Oklahoma State University, BS Finance			CFA charterholder Financial Risk Manager
Steven G. Schenk, CFA <i>Vice President, Portfolio Manager</i>	1984	Carroll College, BA English & History	University of Oklahoma, MBA Finance & Accounting	Associated Investment Mgmt. Sr VP, Portfolio Mgr, Sec. Analyst Liberty Bank & Trust Company Sr VP, Portfolio Mgr, Sec. Analyst Adjunct Professor, OU Investments & Security Analysis	CFA charterholder
Jeremy H. Wilcox <i>Trader, Portfolio Manager</i>	2015	Oklahoma State University, BBA Economics & Quantitative Studies			CFA Level III Candidate
Jenny Davis <i>Trader (non-voting)</i>	1992	Oklahoma State University, BS Finance		Bank of Oklahoma Trader in the Trust Department Mid-America Partners Internal Wholesaler Tom Johnson Investment Management Trader & Compliance Administrator	

Recognition

- Financial Times 300 Top Registered Investment Advisors—2019, 2018, 2017, 2016, 2015, 2014
- 2016 Fixed Income Manager of the Year—Investment Advisor Magazine & Envestnet
- 2014 Overall SMA Manager of the Year—Investment Advisor Magazine & Envestnet
- 2014 Fixed Income Manager of the Year—Investment Advisor Magazine & Envestnet
- 2014 PSN Top Guns Manager of the Decade (Large Core Equity Universe—TJIM DSI as of 3/31/14)