



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. Five of TJIM’s six investment committee members are CFA charterholders who collectively hold three MBA’s, one Financial Risk Manager (FRM) designation and one CFP® Professional. 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 11 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 the strategy’s positive equity performance in 31 of the last 39 years, and outperformance in 5 of the 7 down years. TJIM’s Core strategy has achieved a long-term annualized return of over 10% for over 30 years.

## TJIM General Information

Investment Style  
Investment Approach

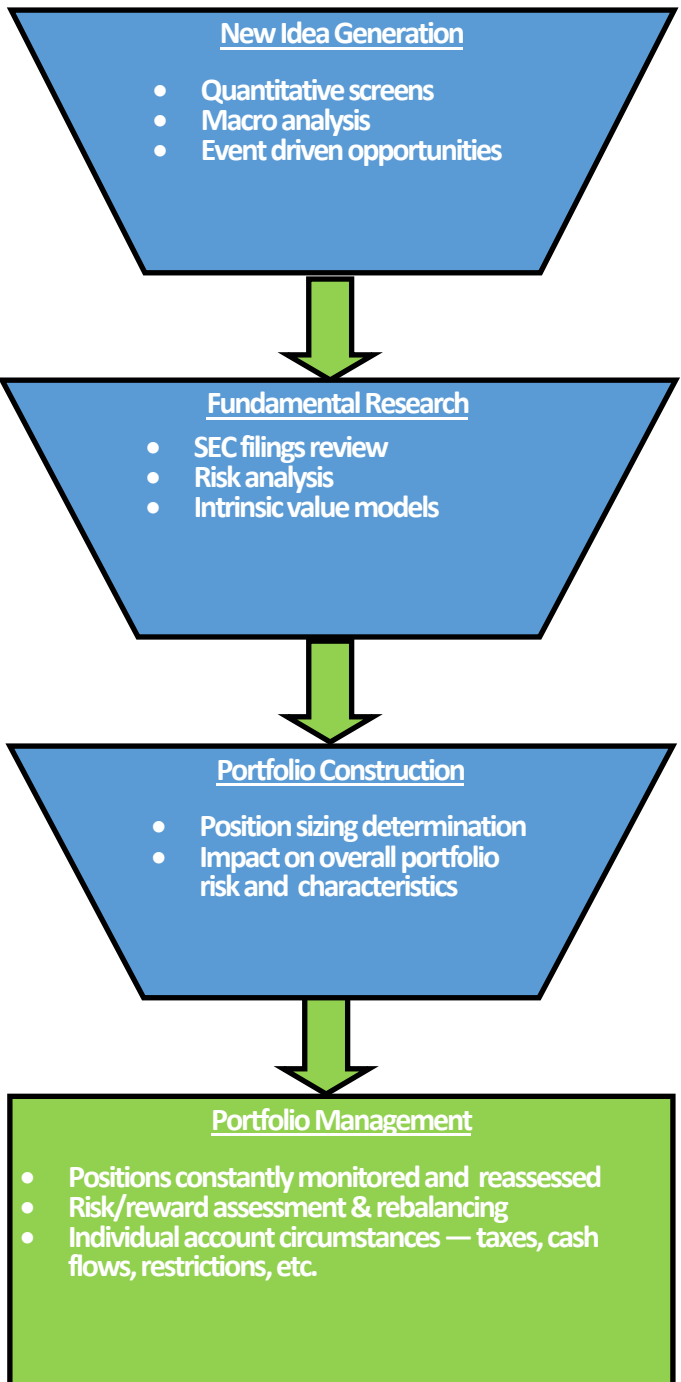
US large /mid cap core relative value  
Combination of top-down macro analysis coupled with bottom-up fundamental research  
S&P 500

Benchmark  
Strategy Inception Date  
Investment Team

12/31/1983  
Richard Parry, CFA, Douglas Haws, CFA, Nicholas Pointer, CFA, Cory Robinson, CFA, FRM, Jeremy Wilcox, CFA, CFP®, Jenny Davis

## 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

## Product Profile | Core Relative Value Equity Wrap

Period Ending 09/30/23

### Portfolio Characteristics

	TJIM Core Equity	S&P 500 Index
P.E Forecast 1-year	12.9	22.6
Dividend Yield (%)	2.47%	1.62%
Wtd. Avg. Market Cap (\$B)	162.2	628.7
Avg. Market Cap (\$B)	124.1	79.4
% EPS Growth Next 5 Yrs.	8.5%	14.8%
Number of Holdings	48	504

### Top 10 Holdings

Alphabet Inc	4.39%
Aflac Inc	4.33%
EMCOR Group Inc	3.94%
Allison Transmission Holding	3.67%
ConocoPhillips	3.04%
CVS Health Corp	3.02%
Cigna Corp	3.01%
Dell Technologies	2.70%
Fleetcor Technologies Inc	2.57%
Merck & Co Inc	2.51%

### Performance Statistics

#### Core Relative Value Equity Wrap Composite

10 Year Statistics	TJIM "Pure" Gross	Net of Fees	Net Max 3%	S&P 500
--------------------	-------------------	-------------	------------	---------

Upside Capture	85.8%	84.1%	78.1%	100.0%
----------------	-------	-------	-------	--------

Downside Capture	97.5%	98.7%	103.2%	100.0%
------------------	-------	-------	--------	--------

Annual Std. Deviation	14.98%	14.95%	14.93%	14.96%
-----------------------	--------	--------	--------	--------

Sharpe Ratio	0.24	0.19	0.03	0.49
--------------	------	------	------	------

Annualized as of 09/30/23	TJIM "Pure" Gross	Net of Fees	Net Max 3%	S&P 500
---------------------------	-------------------	-------------	------------	---------

1 Year	20.16%	19.46%	17.61%	21.61%
--------	--------	--------	--------	--------

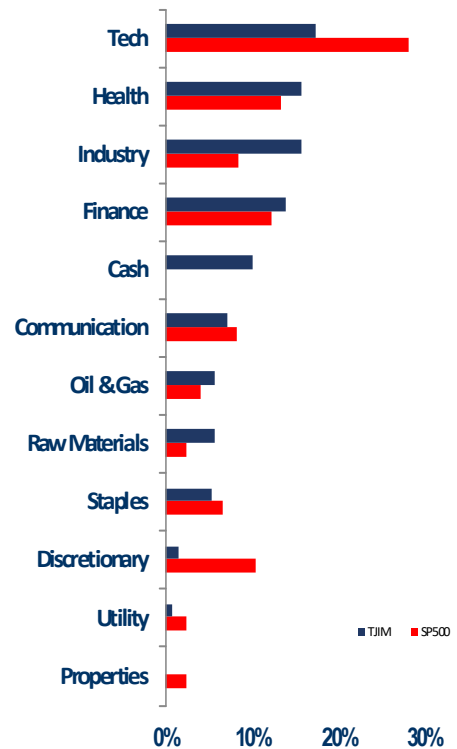
3 Year	14.11%	13.42%	11.05%	10.15%
--------	--------	--------	--------	--------

5 Year	7.58%	6.92%	4.60%	9.92%
--------	-------	-------	-------	-------

10 Year	8.12%	7.45%	5.03%	11.91%
---------	-------	-------	-------	--------

Inception (12/2008)	10.84%	10.02%	7.65%	13.37%
---------------------	--------	--------	-------	--------

### 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 Core/Relative Value Equity Wrap Portfolio composite was created January 1, 2009 and contains all fully discretionary equity portfolios managed to the TJIM Core/Relative Value Equity Portfolio who are participants in a sponsored wrap program. The Portfolio 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 Report. "Pure" Gross returns are shown as supplemental information and are stated gross of all fees and transaction costs. Net returns are reduced by all actual fees and transaction costs incurred, or the maximum program fee of 3% when unknown. Net Max 3% fee assumes the maximum annual program fee of 3%, which is calculated by deducting 0.75% quarterly in the month after quarter-end from "pure" gross returns.

This portfolio will be subject to equity risk, market risk, manager risk, liquidity risk, with a secondary risk exposure to international markets. Diversification does not protect against losses. There is a risk of loss inherent in any investment. Past performance does not guarantee future results.

# TJIM Core/Relative Value Equity Wrap Portfolio

## GIPS Report

Tom Johnson Investment Management, LLC

Year	TJIM "Pure" Gross Return	Net Return	3% 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)	Total Firm Assets (\$MM)
2022	-6.48%	-7.04%	-9.20%	-18.11%	10	0.37%	20.71%	21.16%	\$44.5	\$654.0
2021	27.87%	27.08%	24.16%	28.71%	13	0.39%	18.57%	17.41%	\$50.2	\$778.8
2020	4.37%	3.72%	1.30%	18.40%	10	0.45%	19.03%	18.79%	\$40.0	\$749.9
2019	23.81%	23.02%	20.25%	31.49%	18	0.67%	12.61%	12.10%	\$52.1	\$764.2
2018	-6.10%	-6.75%	-8.87%	-4.38%	16	0.32%	11.34%	10.95%	\$46.4	\$747.3
2017	12.47%	11.85%	9.13%	21.83%	21	0.36%	11.08%	10.06%	\$55.0	\$839.6
2016	10.70%	10.11%	7.36%	11.96%	25	0.49%	11.31%	10.74%	\$58.2	\$761.6
2015	-5.76%	-6.41%	-8.53%	1.38%	27	0.47%	10.97%	10.62%	\$54.2	\$645.2
2014	11.33%	10.56%	8.30%	13.69%	28	0.34%	8.58%	9.10%	\$58.3	\$629.5
2013	30.52%	29.40%	26.79%	32.39%	27	0.86%	11.77%	12.11%	\$54.7	\$594.2

### Time Period Returns as of 12/31/2022

1 Yr	-6.48%	-7.04%	-9.20%	-18.11%
3 Yr	7.67%	7.01%	4.53%	7.66%
5 Yr	7.73%	7.05%	4.59%	9.43%
10 Yr	9.48%	8.77%	6.27%	12.56%

\* 3 Yr, 5 Yr and 10 Yr are annualized returns

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, 2021. The verification report is available upon request.

A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report.

GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

### 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 Wrap Portfolio composite contains all fully discretionary equity portfolios managed to the TJIM Core / Relative Value Equity Portfolio who are participants in a sponsored wrap program. This portfolio emphasizes a conservative investment philosophy stressing adequate diversification, risk minimization, and consistency of returns. The composite creation date and inception date is January 1, 2009. In the past this composite has also been named TJIM Equity Wrap, TJIM Core Equity Wrap and TJIM Equity/Core Wrap Composite. Wrap fee accounts make up 100% of the composite for all periods shown.

A list of composite descriptions 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.

"Pure" Gross returns are shown as supplemental information and are stated gross of all fees and transaction costs. Net returns are reduced by all actual fees and transaction costs incurred, or the maximum program fee of 3% when unknown. Three percent (3%) Net fee assumes maximum annual program fee of 3%, which is calculated by deducting 0.75% quarterly in the month after quarter-end from "pure" gross returns.

Wrap portfolios are charged the "wrap" fee set by the sponsor, and fees can vary by sponsor program. Wrap fees include charges for trading costs, portfolio management, custody, and other administrative fees. For composite performance purposes, wrap fee account returns are net of actual fees paid.

Composite policy requires the temporary removal of any portfolio incurring a client initiated significant cash inflow or outflow of 50% or greater of portfolio assets. The temporary removal of such an account occurs at the beginning of the month in which the significant cash flow occurs and the account re-enters the composite at the beginning of the month after the cash flow or the beginning of the month after the account has achieved representativeness to the style portfolio. Prior to 01/01/2020 accounts were removed and re-entered the composite on a quarterly basis.

Internal dispersion is calculated using the asset-weighted standard deviation of the annual gross-of-fees returns of those portfolios that were included in the composite for the entire year.

The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. It is calculated based on the 36 monthly gross-of-fees returns of the composite and the benchmark.

Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request.

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

This portfolio will be subject to equity risk, market risk, manager risk, liquidity risk, with a secondary risk exposure to international markets. Diversification does not protect against losses. 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.

TJIM