

## ESG EQUITY STRATEGY

### ABOUT FAIRPOINTE CAPITAL

Fairpointe Capital LLC is an independent, registered investment advisor located in Chicago, Illinois. The firm is 100% employee and majority women-owned. Fairpointe is a certified WBENC business. Fairpointe manages two proprietary strategies, Mid-Cap Equity and ESG Equity, for institutional and individual clients, and sub-advises the AMG Managers Fairpointe Mid Cap Fund and the AMG Managers Fairpointe ESG Fund. Fairpointe also sub-advises the Parvest Equity USA Mid Cap Fund available to non-U.S. investors. Total firm assets under management are \$3.9 billion as of September 30, 2018.

### INVESTMENT PHILOSOPHY

The Fairpointe ESG Equity Strategy integrates structured ESG analysis with our bottom-up, fundamental valuation-based approach to investing.

We seek companies that adhere to principled corporate governance practices, are environmentally accountable and socially responsible. In our fundamental valuation-based analysis, we look for a compelling business model, effective management, financial strength, and attractive valuation. We prefer businesses with products or services that make their customers more efficient or profitable and are critical to their success. Our goal is to select companies with favorable ESG characteristics that are inefficiently priced relative to their earnings growth outlook over the next three to five years.

### INVESTMENT PROCESS

The ESG equity strategy incorporates a comprehensive evaluation of two key components: (1) ESG analysis, and (2) fundamental valuation-based analysis.

Ideas are generated from a variety of sources including: the investment team's broad knowledge base, quantitative screens, discreet events such as short-term disruptions or spin-offs, conferences, and industry research and publications. The portfolio managers utilize the range of the Russell 1000 Index to define their universe, currently market capitalizations greater than \$2 billion.

Our ESG analysis begins with an assessment of a company's corporate governance practices. We believe that when good governance leads, responsible social and environmental actions follow. We have established an aspirational list of corporate governance best practices.

We also look for companies with keen awareness of environmental issues, such as climate change, scarcity of natural resources, waste disposition, utilization of clean technology, and that are committed to minimizing negative impacts on our natural environment.

For the social pillar, we seek companies that value their employees and treat them with respect by paying fair wages and providing appropriate benefits and training. We evaluate policies and records for employee health and safety as well as product safety.

A recommendation for inclusion in the ESG portfolio can be made only after a company has received a favorable ESG rating and met our fundamental investment criteria.

*When good governance leads,  
responsible social and environmental actions follow.*

### PORTFOLIO MANAGERS

#### Thyra E. Zerhusen

CEO and Chief Investment Officer  
Swiss Federal Institute of Technology, MS  
University of Illinois, MA in Economics  
40 years industry experience



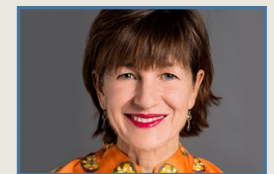
#### Mary L. Pierson

Co-CEO and Portfolio Manager  
The University of Chicago, MBA  
Northwestern University, MA in Economics  
DePauw University, BA  
28 years industry experience



#### Frances E. Tuite, CFA

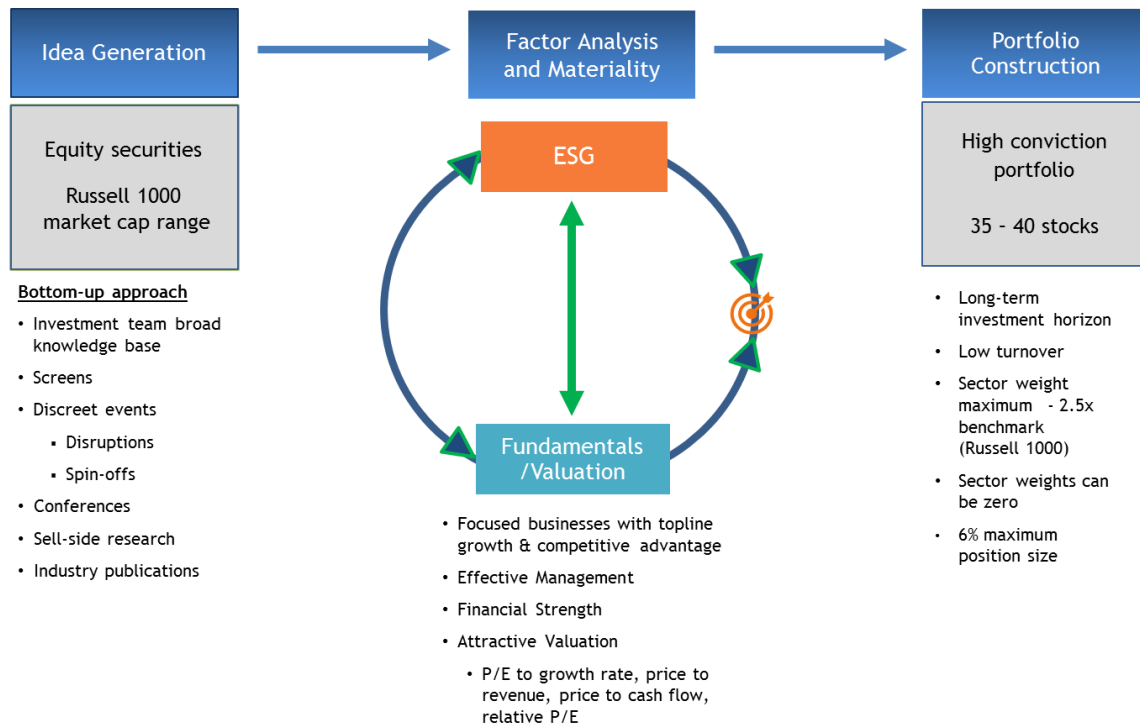
Portfolio Manager  
Miami University, MBA  
University of Cincinnati, BBA  
35 years industry experience



### PORTFOLIO CONSTRUCTION

Additional portfolio characteristics include:

- ✓ Concentrated portfolio of 35-40 stocks
- ✓ Sector weight maximum of 2.5x mid-cap benchmarks (Russell 1000 Index)
- ✓ 6% maximum position per holding



## TOP TEN HOLDINGS

- McDermott International
- Scholastic
- Wabtec Corporation
- Meredith Corporation
- Juniper Networks
- Tenga
- Dean Foods Inc.
- Qualcomm
- Molson Coors Brewing
- Mattel

## PORTFOLIO CHARACTERISTICS

P/E (forward 1-year)	14.2
P/Sales (forward 1-year)	0.7
Long Term Debt/Capitalization	47.1%
ROE 5-year Average	13.6%
Long-Term Earnings Growth Rate (3-5 year)	10.7%
P/E to Long-Term Earnings Growth Rate	1.3%
Average Mkt Cap (\$mil)	\$26,837
Dividend Yield	2.1%

The above information is based on a representative account.

## HOLDINGS BY SECTOR

Sectors	% of Portfolio	% of Russell 1000 (ETF)	Over/Under
Consumer Discretionary	24.3	14.3	10.0
Consumer Staples	15.0	5.6	9.5
Producer Durables	13.1	10.4	2.7
Technology	22.5	22.0	0.5
Health Care	14.3	14.1	0.1
Materials & Processing	2.0	3.1	-1.1
Energy	4.0	5.8	-1.8
Utilities	0.0	4.7	-4.7
Financial Services	4.8	20.0	-15.2

The above information is based on a representative account.

### DISCLOSURE

The ESG Equity Composite includes all fully discretionary equity accounts that invest in all cap equities with no fixed income exposure. The ESG Composite represents portfolios that seek to invest in companies that adhere to good environmental, social and governance practices. For comparison purposes the composite is measured against the Russell 1000 index. The Russell 1000 is a market capitalization-weighted index made up of 1,000 large cap stocks that account for upwards of 90% of the market capitalization of companies traded in the U.S. The index is representative of the types of equity assets invested by Fairpointe Capital. Market indices are unmanaged and do not reflect the deduction of fees. You cannot invest in an index and the performance of the Index does not represent the performance of any specific investment. The minimum account size for this composite is \$2.5 million.

Fairpointe Capital LLC (Fairpointe) claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Fairpointe has been independently verified for the periods May 1, 2011 through March 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 verification reports are available upon request.

Fairpointe Capital is an independent registered investment adviser. The firm maintains a complete list of composite descriptions which are available upon request. Please send inquiries to mkatauskas@fairpointecapital.com or call 312-477-3300.

Results are based on fully discretionary accounts under management, including any accounts that would no longer be with the firm. Past performance is not indicative of future results. Market, economic, company, and industry specific conditions are considered during the investment selection process. This was a period of generally rising security prices.

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 dividends, capital gains, and other earnings. Gross returns will be reduced by investment advisory fees and other expenses that may be incurred in the management of the account. Net of fee performance is calculated using actual fees. The annual composite dispersion 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.

The investment management fee schedule for the composite is 0.85% on the first \$10 million and 0.65% on thereafter. Actual investment advisory fees incurred by clients may vary.

The three-year annualized ex-post standard deviation of the composite and the benchmarks are not presented because the composite did not exist prior to 2014.

The ESG Equity Composite was created January 1, 2018.