

## PORTFOLIO MANAGERS

**Matthew J. Smith**  
MA, Case Western Reserve University  
Joined the firm in 1994  
14 years of industry experience

**Judson Ames**  
BA, Syracuse University  
Joined the firm in 2007  
3 years of industry experience

## ABOUT SMITH AFFILIATED CAPITAL

- Founded in 1982
- 100% management-owned
- Registered and insured investment advisor
- \$2.1 billion AUM
- Primary focus on separate account management
- No mutual funds or commingling of funds
- Six investment professionals
- Product focus: fixed income domestic total return, short-term/intermediate and global total return, structured portfolios, municipals, total return balanced, taxable/tax-sensitive
- Servicing 180 separately managed clients in: corporate accounts, public and Taft-Hartley pension plans, insurance companies, endowments and foundations, healthcare institutions, non-US companies and high net worth individuals and family trusts



## OBJECTIVES

- Seeks to maximize a client's total return through above-average growth and moderate dividend appreciation
- Allows investors to diversify their portfolios in commodity contracts, forex, and international equity investment opportunities all over the world
- By opening up the equity universe of stocks globally, clients may diversify their portfolios by gaining exposure to companies, industries, forex, and commodities not represented in the US markets
- Provides a moderate degree of liquidity with an asset allocation heavily weighted with medium-to large-size companies

## INVESTMENT PHILOSOPHY

- Utilizes a disciplined Investment Selection Committee comprised of senior portfolio managers and research analysts
- Asset allocation is driven by a two-tier approach: a 'top-down' view of global markets followed by SAC's qualitative and quantitative 'bottom-up' approach
- Top-down macroeconomic and quantitative analysis is applied along with a client's objectives in 'globally' pinpointing those sectors and indices that provide the best investment opportunities
- Bottom-up individual security selection is utilized by senior portfolio managers based on relative value, credit worthiness, and potential price and income appreciation of a particular sector and index in the context of our top-down view
- Portfolios are then adjusted accordingly within the constraints of individual client's requirements

## INVESTMENT PROCESS

- The strategy will employ active management that is designed chiefly to manage growth and income according to a client's liabilities and commitments
- We invest in a core of medium to larger capitalization equities globally that have a high potential for growth and we seek to provide our clients with a moderate degree of liquidity while producing an income stream
- We customize and separately manage each portfolio so we can meet a client's individual goals, risk tolerance, liquidity and tax requirements
- Bottom-up individual ETF selection is utilized by portfolio managers based on relative value, credit worthiness, and potential price and income appreciation of a particular fund

## INVESTMENT STRATEGIES

Allowable Securities	Listed international and domestic equities, foreign exchange, American Depository Receipts, FOREX, Exchange-traded funds
Portfolio Benchmark	S&P 500 w/ Income Index
Minimum Credit Rating	BB+
Individual Security Rating	AAA-B
Average Number Of Securities	20-60
Account Size Minimum	\$2 million
Global Growth Assets	\$89 million
Product Inception Date	January 2008