Management Group, Inc.

### HIGHLIGHTS

- Boutique investment management firm
- Firm established in 1990 by Edward D. Nowell, President & Portfolio Manager
- Large cap value orientation
- Concentrated in approximately 20 holdings
- Objective exceed the relevant benchmark index return, net of fees, while investing in a risk averse way
- Annual turnover is approximately 35%

### Fundamental analysis



Investment process focused on finding companies priced to offer a margin of safety to protect against adverse changes in economic circumstances



Focus on well managed competitively entrenched companies



Emphasis on strong balance sheets, free cash flow, and high return on equity



Seek long term results that are less dependent on the economy due to a disciplined approach to identify mispriced well financed companies



Construct concentrated portfolio

## **CORE EQUITY COMPOSITE**

**SEPTEMBER 30, 2024** 

### **INVESTMENT STRATEGY**

Our strategy is value oriented. We run concentrated portfolios comprised of contrarian investments in quality companies trading at free cash flow yields higher than warranted due to a misunderstanding of each company's prospects. This is often driven by the short-term focus of the markets plus an inability for many investors to consider an investment's prospects independently from media driven consensus and unwillingness to patiently hold shares until a more accurate price is realized.

High free-cash-flow yields are our best proxy for undervalued situations. We also feel the market underappreciates the opportunity high cash flow relative to market value provides astute management to further widen the gap between value and price as compared to the opportunity provided to management with lower relative cash flow.

We have provided downside protection historically by focusing on companies with the resources to withstand and benefit from economic downturns as opposed to managing risk by attempting to predict downturns, which we feel has a low probability of success. Focusing on these types of companies has helped avoid permanent losses and large drawdowns making it easier for clients to stay invested and compound their capital.

### STRATEGY INCEPTION: DECEMBER 31, 1991

#### Statistics vs S&P 500

Alpha	3.71	Sharpe Ratio	0.67
Upside Capture	87.80%	Standard Deviation	14.72%
Downside Capture	59.61%	Beta	0.81

### PORTFOLIO MANAGER

Edward D. Nowell is President, Founder and sole Portfolio Manager of South Atlantic Capital Management Group, Inc.

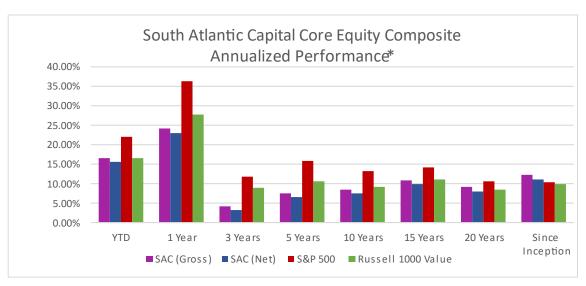
Mr. Nowell has over forty years of experience in the finance industry. Prior to founding South Atlantic Capital, he worked in the structured finance department of Bankers Trust Company, New York as an Assistant Vice President. His primary responsibility was arranging bank financing for leveraged buyouts led by Kohlberg Kravis Roberts & Company and other leading private equity companies. During graduate school, he interned with Merrill Lynch's Capital Markets Group in New York. Later, he served as an institutional fixed income sales representative for Carolina Securities/Prudential Bache Securities and worked with Fox, Graham, and Mintz Securities. Mr. Nowell graduated from the University of North Carolina with a B.S. in Economics and received his M.B.A. from the University of Virginia.

Management Group, Inc.

## **CORE EQUITY COMPOSITE**

**SEPTEMBER 30, 2024** 

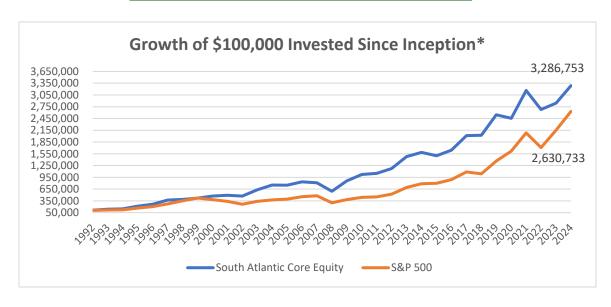
### HISTORICAL RETURNS\*



	YTD	1 Year	3 Year	5 Year	10 Year	15 Year	20 Year	Since Inc.
SAC (Gross)	16.58%	24.23%	4.27%	7.67%	8.56%	11.02%	9.22%	12.35%
SAC (Net)	15.72%	23.00%	3.24%	6.60%	7.48%	9.92%	8.16%	11.25%
S&P 500	22.10%	36.38%	11.92%	15.99%	13.39%	14.15%	10.72%	10.50%
Russell 1000 Val	16.68%	27.75%	9.02%	10.68%	9.23%	11.20%	8.54%	9.98%

<sup>\*</sup>Inception date of South Atlantic's Core Equity Composite is 1/1/1992. As of 9/30/24.

### GROWTH OF \$100,000 SINCE INCEPTION



\*Inception date of South Atlantic's Core Equity Composite is 1/1/1992. Performance is shown net of fees, and is through September 30, 2024

Management Group, Inc.

## **CORE EQUITY COMPOSITE**

**SEPTEMBER 30, 2024** 

### ANNUALIZED PERFORMANCE

	SAC Core Equity Composite		S&P 500	Standard Deviation**		Standard	Deviation**
	Gross	Net	5642 200	SAC	S&P 500		
2024	16.58%	15.72%	22.10%				
2023	7.05%	5.99%	26.29%	18.05%	17.29%		
2022	-14.41%	-15.26%	-18.10%	24.59%	20.87%		
2021	30.19%	28.90%	28.72%	21.67%	17.17%		
2020	-2.68%	-3.65%	18.40%	22.02%	18.53%		
2019	27.23%	25.97%	31.49%	12.57%	11.93%		
2018	1.52%	0.51%	-4.38%	12.74%	10.80%		
2017	23.79%	22.57%	21.83%	13.43%	9.92%		
2016	10.66%	9.56%	11.96%	12.81%	10.59%		
2015	-4.41%	-5.36%	1.38%	11.57%	10.47%		
2014	8.19%	7.16%	13.69%	7.99%	8.97%		
2013	26.97%	25.77%	32.39%	9.88%	11.94%		
2012	13.02%	11.94%	16.00%	11.19%	15.09%		
2011	3.63%	2.59%	2.11%	15.55%	18.71%		
2010	20.19%	19.00%	15.06%	17.94%	21.85%		
2009	46.20%	44.76%	26.46%	17.26%	19.63%		
2008	-25.98%	-26.68%	-37.00%	12.59%	15.08%		
2007	-1.90%	-2.82%	5.49%	9.31%	7.68%		
2006	12.11%	11.12%	15.80%	8.75%	6.82%		
2005	0.78%	-0.16%	4.91%	11.08%	9.04%		
2004	20.38%	19.25%	10.88%	12.60%	14.86%		
2003	35.31%	33.93%	28.68%	13.67%	18.07%		
2002	-3.21%	-4.22%	-22.10%	14.21%	18.55%		
2001	5.18%	4.14%	-11.89%	14.06%	16.71%		
2000	13.89%	12.86%	-9.10%	13.65%	17.42%		
1999	8.94%	7.89%	21.04%	12.67%	16.52%		
1998	6.11%	4.93%	28.58%	12.07%	16.01%		
1997	41.04%	39.60%	33.36%	11.12%	11.14%		
1996	23.65%	22.40%	22.96%	11.76%	9.58%		
1995	48.47%	47.05%	37.58%	10.46%	8.22%		
1994	7.76%	6.69%	1.32%	11.05%	7.95%		
1993	23.26%	22.05%	10.08%				
1992	13.88%	12.87%	7.62%				

2024 YTD performance is through September 30.

### PERFORMANCE DURING DOWN MARKETS\*\*\*

#### **Cumulative Net Returns**

2000-2002 2008-2009

SAC	Gain of 12.6%	Gain of 6.1%
S&P 500	Loss of 37.6%	Loss of 20.3%

<sup>\*\*\*</sup>Supplemental data- see final page for important disclosures.

### STATISTICAL ANALYSIS\*\*\*

as of 9/30/2024

	Trailing 5 Years* SAC	Trailing 10 Years* SAC	Since Inception* SAC
Return (gross)	7.68%	8.58%	12.37%
Return (net)	6.61%	7.50%	11.27%
Standard Deviation	21.17%	17.11%	14.72%
Sharpe Ratio	0.25	0.40	0.67
Alpha	-2.93%	-0.56%	3.71%
Beta	1.06	1.03	0.81

<sup>\*</sup>Statistical data uses gross returns. Index is S&P 500.

SAC 1-year gross & net returns: 24.23%

### TOP 10 HOLDINGS

Description as of 9/30/24	% of Holdings		
Cash & Equivalents	10.20%		
Oracle	9.58%		
Brookfield Corp	9.23%		
Enterprise Prods Partners	7.41%		
Citigroup	6.85%		
Philip Morris International	6.66%		
Ardagh Metal Packaging	6.01%		
Warner Brothers Discover	4.47%		
Exxon Mobil	4.38%		
Berkshire Hathaway	4.18%		
Total % of Holdings	68.97%		
***Sunnlemental data - see final page for important disclosures			

<sup>\*\*\*</sup>Supplemental data - see final page for important disclosures.

<sup>\*</sup>See final page for important Disclosures.

<sup>\*\*</sup>Three year annualized ex-post standard deviation has been calculated beginning 1994 and is available for full year periods only.

<sup>\*\*\*</sup>Supplemental data - see final page for important disclosures.

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### **DISCLOSURES**

- fully discretionary accounts invested in equities excluding accounts that use significant leverage and, for comparative purposes, is measured against the total return for the S&P 500. It includes accounts managed for capital appreciation as well as accounts managed for a combination of capital appreciation and current income. The equity securities are generally large cap value-oriented U.S. equities. The portfolios also include equity securities that provide higher current income such as master limited partnerships, real estate investment trusts and similar securities that "pass through" most of their cash flow as distributions. The portfolios are invested in approximately 20-25 positions but have held fewer than 15 positions in the past.
- 2. S&P 500 Index has been widely regarded as the best single gauge of the large cap U.S. equities market since the index was first published in 1957. The index has over U.S. \$15.6 trillion indexed or benchmarked to the index, with indexed assets comprising approximately U.S. \$7.1 trillion of this total (as of 12/31/21). The index includes 500 leading companies representing all major industries of the U.S. economy and captures approximately 80% of all U.S. equities. Returns include the reinvestment of dividends.
- 3. <u>Supplemental Information</u> provided is based on actual separately managed accounts from South Atlantic's Core Equity Composite that are representative of the firm's investment strategy for this composite. This information is provided as a supplement to a GIPS® Report.
- 4. Statistics Definitions. Alpha refers to excess returns earned on an investment above the benchmark return when adjusted for risk. Beta measure the volatility of a stock or portfolio compared to the systematic risk of the entire market (a beta less than 1 means the investment is less volatile than the comparative market index). The Sharpe ratio divides a portfolio's excess returns by a measure of its volatility to assess risk-adjusted performance. Excess returns are those above an industry benchmark or the risk-free rate of return. Standard Deviation is a measure of the volatility of a portfolio around its average historical return. It shows the consistency of an investment's return over time. Upside/downside capture ratios measure a strategy's performance in up/down markets relative to an index.

## **CORE EQUITY COMPOSITE**

**SEPTEMBER 30, 2024** 

- South Atlantic Capital is an independent investment adviser registered with the State of North Carolina and the Commonwealth of Virginia. South Atlantic Capital claims compliance with the Global Investment Performance Standards (GIPS®). 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. The firm maintains a complete list and description of composites, as well as GIPS® Reports, which are available upon request. Ashland Partners & Co., LLP verified South Atlantic Capital's compliance on a firmwide level for the period January 1, 1992 to September 30, 2016. ACA Performance Services verified our firm-wide compliance for the period September 30, 2016 to December 31, 2021. Alpha Performance Verification Services verified our firm-wide compliance for the period January 1, 2022 to December 31, 2023. GIPS Reports and lists and descriptions of South Atlantic Capital's composites are available upon request by emailing Info@SouthAtlanticCap.com or calling (910) 763-4113.
- Returns are presented net of management fees, unless noted otherwise, and include the reinvestment of all income. The U.S. Dollar is the currency used to express performance. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request, as are GIPS Reports and lists and descriptions of South composites, Atlantic Capital's by emailing Info@SouthAtlanticCap.com or calling (910) 763-4113. Portfolio composition is subject to change at any time and references to specific securities, industries, and sectors referenced in this letter are not recommendations to purchase or sell any particular security. Current and future portfolio holdings are subject to risk.
- 7. The discussion of our firm's investments and investment strategy (including current investment themes, the portfolio managers' research and investment process, and portfolio characteristics) represents the firm's investments and the views of the investment adviser, at the time of this letter, and are subject to change without notice.
- 8. Past results are not indicative of future investment performance. An investor should further understand that future results may represent losses for account holders.
- 9. South Atlantic Capital's minimum account size is \$250,000.