### LUTHER KING CAPITAL MANAGEMENT LKCM SMID CAP EQUITY COMPOSITE First Quarter, 2019 Update



Performance **	1 <sup>st</sup> QTR 2019	<u>1 Year</u>	3 Years Annualized	10 Years <u>Annualized</u>	Since Inception <u>Annualized*</u>
LKCM SMID Cap Equity Composite (gross)	18.34%	8.78%	13.55%	14.48%	9.45%
LKCM SMID Cap Equity Composite (net)	18.20%	8.24%	12.90%	13.50%	8.49%
Russell 2500 Index	15.82%	4.48%	12.56%	16.23%	8.93%

Small to mid-sized companies, as measured by the Russell 2500, gained 15.8% in 1Q19. This recovered much of the loss from 4Q18 as the benchmark enjoyed big gains in January and February before consolidating in March. A directional change from the Federal Reserve on monetary policy to a more accommodative position was the biggest positive driving the markets.

The U.S economy slowed in 1Q19 as a result of the delayed impact of past interest rate hikes slowing things on the margin and the lengthy government shutdown. Early in the quarter the Fed, informed by a flattening yield curve, backed away from the forecasted path of additional rate hikes. The Index of Leading Indicators had begun to plateau before rising again in March. This Index still remains positive compared to year-ago readings. Importantly, consumer and business sentiment remains positive and was not materially impacted by the recent volatility in the stock market. Profit growth is expected to continue but at a slower pace than last year when corporate tax cuts were implemented. Companies continue to use their profits and cash flow to buy back stock, increase dividends, and remain active in mergers and acquisitions, all which are supportive of the market. We continue to be positive on the markets and, although valuations are a little above than normal, the market should continue to follow earnings higher.

For the benchmark in 1Q19, all the sectors posted positive returns led by the Technology sector. The only sector to not advance at least 10% was the small and defensive Consumer Staples sector. Growth stocks bounced back to outperform Value stocks. Leadership was driven by companies whose stock characteristics were higher beta, higher sales growth, unprofitable, and non-dividend paying. The larger companies in the benchmark also outperformed.

The LKCM SMID Cap Equity Composite outperformed during 1Q19. Our biggest contributor came from the Technology sector as stock selection was the single largest positive and being overweight this market leading sector also benefited our relative performance. We also experienced positive stock selection in the Financials and Communications Services sectors. Stock selection in the Health Care and Industrials sectors was the only notable relative detractors during the period. All sectors were additive to our results and we benefited from our strategy's growth tilt. We are pleased with our outperformance in 1Q19 as we were rewarded for staying the course and not repositioning more defensively during the 4Q18 bear market. The strategy remains positioned for continued economic growth (overweight Technology and Industrials) and is underweight the historically defensive sectors (Consumer Staples, Utilities, and Real Estate).

Our investment strategy is to maximize our internal, research-intensive process and to identify competitively advantaged companies that generate strong financial returns with good reinvestment opportunities and purchase these stocks at attractive prices. We believe this strategy of investing in higher quality, competitively advantaged companies with viable strategies to increase the value of their businesses will continue to be beneficial for our investors. Our goal is to generate superior returns over time relative to our benchmark by consistently executing our strategy and to minimize the risk (volatility) of the portfolio with a focus on achieving long term capital appreciation.

<sup>\* 4/1/05 - 3/31/19</sup> 

<sup>\*\*</sup> This presentation is supplemental to the attached full disclosure presentation. Past performance is not indicative of future results.

### LKCM SMID CAP EQUITY COMPOSITE March 31, 2019

CO-MANAGERS: STEVEN R. PURVIS, CFA

J. LUTHER KING, JR., CFA

INCEPTION: April 1, 2005

INVESTMENT STRATEGY: Provide superior performance with lower volatility relative to our benchmark with a focus

on achieving long term capital appreciation through long-term investment in competitively-

advantaged small-cap and mid-cap companies.

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**Luther King Capital Management** 

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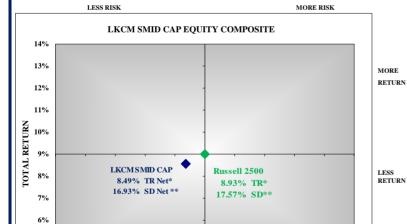
TEN LARGEST HOLDINGS 03/31/2019 *					
TWILIO INC	3.1 %				
FORTINET INC	2.9 %				
MERCURY SYSTEMS INC	2.6 %				
HEICO CORP	2.6 %				
NEXSTAR MEDIA GROUP INC	2.6 %				
OLLIES BARGAIN OUTLET HOLDINGS INC	2.3 %				
PROOFPOINT INC	2.2 %				
LIVERAMP HOLDINGS INC	2.2 %				
TRIMBLE INCORPORATED	2.2 %				
POOL CORPORATION	<u>2.1</u> %				
	24.8 %				

\*The largest ten holdings are at 03/31/2019 and may not reflect current holdings.

PORTFOLIO RESULTS					
(Benchmark - Russe (Since Inceptio					
	Net				
ALPHA	0.37%				
BETA	0.91				
$\mathbb{R}^2$	90%				
UP CAPTURE	91%				
DOWN CAPTURE	91%				

PORTFOLIO CHARACTERISTICS					
RETURN ON EQUITY (Median)	12%				
LONG TERM DEBT TO TOTAL CAPITAL	31%				
P/E FWD 4 Quarters (ex Neg-earnings)	24 x				
WTD AVG. MARKET CAPITALIZATION	\$6,384 Million				
TOTAL SMID CAP EQUITY COMPOSITE ASSETS	\$31 Million				
#HOLDINGS	60				
PORTFOLIO TURNOVER*	43%				
ACTIVE SHARE	94%				

<sup>\*</sup>Turnover rate is based on a representative portfoio for a rolling one year period ending 03/31/2019



TR = Total Return

15%

16%

14%

5%

13%

SD = Standard Deviation

20%

21%

ATTRIBUTION (1Q 2019) Avg. Avg. Portfolio Portfolio Benchmark Benchmark Weight Contribution Weight Contribution FINANCIALS 11.8% 2.1 18.0% 1.7 HEALTH CARE 17.2% 2.8 15.8% 2.4 INDUSTRIALS 14.9% 2.2 INFORMATION TECHNOLOGY 24.1% 7.1 13.8% 3.9 CONSUMER DISCRETIONARY 10.3% 1.5 12.2% 1.4 REAL ESTATE 1.7 ENERGY 0.5 4.3% 3.1% 0.6 MATERIALS 2.1% 0.3 3.9% 0.8 UTILITIES 0.0% 3.6% 0.4 COMMUNICATION SERVICES 3.6% 1.2 3.4% 0.5 CONSUMER STAPLES 0.0% 0.0 2.8% 0.2 CASH & EQUIVALENTS 3.6% 0.0% 0.0 TOTAL PORTFOLIO 100.0% 18.3 100.0% 15.8

Source: Thomson Reuters (Refinitiv). Performance results calculated by Refinitiv may differ significantly from those calculated by LKCM due to differences in methodology for transaction pricing and accounting for capital transactions.

17%

18%

STANDARD DEVIATION

19%

This presentation is supplemental to the attached full disclosure presentation. Past performance is not indicative of future results.

22%

23%

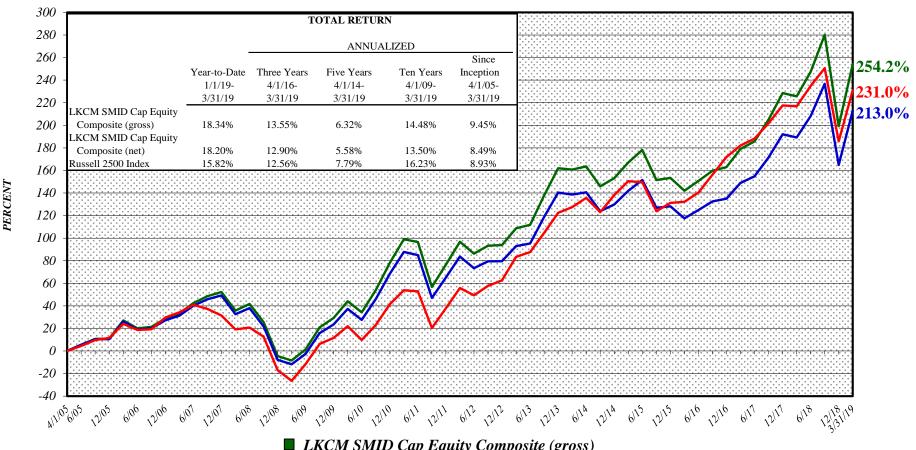
Sources: LKCM Smid Cap Equity Composite, Zephyr Associates, Inc., Thomson Reuters (Revinitiv)

<sup>\*</sup>Total Net Return Since Inception (4/01/05 to 03/31/2019) Annualized

<sup>\*\*</sup>Standard deviation and performance characteristics reporting period (4/01/05 to 03/31/2019)

## LKCM SMID Cap Equity Composite

Cumulative Returns Since Inception (4/1/05 – 3/31/19)



- LKCM SMID Cap Equity Composite (gross)
- LKCM SMID Cap Equity Composite (net)
- Russell 2500 Index

The performance results should be reviewed along with the attached full disclosure presentation. Past performance is not indicative of future results.



# LUTHER KING CAPITAL MANAGEMENT SMID CAP EQUITY COMPOSITE FULL DISCLOSURE PRESENTATION AS OF MARCH 31, 2019

				SMID Cap Eq Comp	3-Year Annualized Gross Standard Deviation		_	SMID Cap Eq	Total
Year	Total Return  Gross Net of Fees of Fees		Russell 2500 Index	Annual Standard Deviation	SMID Cap Eq Comp	Russell 2500 Index	Number of Accounts	Composite Assets (millions)	Firm Assets (billions
2019 (1/1-3/31)	18.34 %	18.20 %	15.82 %	NA %	NA %	NA %	5	31	16.2
2018	-8.89	-9.33	-10.00	0.1	14.48	14.10	5	28	14.5
2017	24.92	24.29	16.81	0.7	11.82	12.13	6	40	15.3
2016	3.81	2.97	17.59	1.2	13.24	13.67	9	66	13.1
2015	0.10	-0.68	-2.90	8.0	13.13	12.42	16	453	13.1
2014	-3.41	-4.40	7.07	0.3	12.04	11.67	23	557	15.0
2013	35.15	33.88	36.80	0.3	15.87	15.63	29	704	14.7
2012	9.77	8.68	17.88	0.5	19.47	18.97	24	511	11.4
2011	-0.90	-1.95	-2.51	8.0	20.99	23.40	22	214	8.8
2010	37.71	36.31	26.71	8.0	NA	NA	17	178	8.1
2009	35.52	34.04	34.39	0.8	NA	NA	11	121	7.0

NA – Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year and/or the period is a partial year and/or the information was not required. Luther King Capital Management (LKCM) is a registered investment adviser under the Investment Advisers Act of 1940 and is defined as an independent investment management firm. LKCM claims compliance with the Global Investment Performance Standards (GIPS\*) and has prepared and presented this report in compliance with the GIPS\* standards. LKCM has been independently verified for the periods January 1, 1992 through December 31, 2017. 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 SMID Cap Equity Composite has been examined for the periods April 1, 2005 to December 31, 2017. The verification and performance examination reports are available upon request.

The SMID Cap Equity Composite contains all fully discretionary taxable and non-taxable, fee-paying small to mid-cap equity accounts under management, including applicable registered investment companies for which LKCM serves as investment adviser or subadviser. Our small-mid cap strategy seeks to achieve long-term capital appreciation and investment returns that exceed the applicable benchmark while attempting to manage portfolio risk and volatility. Our small-mid cap strategy seeks to achieve its investment objective through fundamental analysis of individual companies and seeks high quality companies based on various criteria, such as profitability levels, balance sheet quality, competitive advantages, market share positions, ability to generate excess cash flows, meaningful management ownership stakes, reinvestment opportunities, and relative valuation. The strategy typically purchases securities of companies with market capitalizations between \$1.25 billion and \$12 billion at the initial time of purchase. For comparison purposes, the composite is measured against the Russell 2500 Index, which is a market capitalization weighted index that measures the performance of the 2500 smallest companies in the Russell 3000 Index. It includes only common stocks incorporated in the U.S. and its territories.

April 1, 2005 is the effective creation date of the SMID Cap Equity Composite. During December 2006, the composite name was changed from SMID Composite to SMID Cap Equity Composite to more accurately describe the strategy. Quarterly performance from April 1, 2005 to March 31, 2019 is available upon request. The annual standard deviation presented is an asset-weighted calculation of performance dispersion for accounts in the composite the entire year. The SMID Cap Equity Composite included portfolio(s) that pay a bundled fee, which includes all charges for trading costs, portfolio management, custody, and other administrative fees. The year-end percent of composite assets is as follows: 2008, 7.85%; 2009, 8.20%; 2010, 7.26%; 2011, 5.60%; 2012, 2.39%; 2013, 2.42%; 2014, 2.25%. Gross returns for bundled fee portfolio(s) are presented as supplemental information as they do not reflect the deduction of any trading costs, fees, or expenses. Net returns for bundled fee portfolio(s) reflect the deduction of all charges for trading costs, portfolio management, custody, and other administrative fees. The current management fee schedule for this composite is as follows: 1% on the first \$5,000,000; .75 of 1% on the next \$5,000,000; .50 of 1% above \$10,000,000; minimum annual fee \$30,000. Fees for registered investment companies for which LKCM serves as adviser or subadviser are calculated and paid quarterly in arrears, at annualized rates up to 0.75% of such fund's average daily net assets. In some instances, LKCM voluntarily waives these fees and/or reimburses the applicable fund in order to maintain a designated expense ratio. LKCM may adjust or otherwise negotiate management fees in its discretion and, therefore, clients may have a different fee schedule. For a complete list of our management fees, please see our Form ADV, Part 2A.

Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. Effective January 2010, this composite is to stay over 80% invested in stocks at all times. Effective January 1, 2005, new accounts are added quarterly when the account is at least 75% invested and fully representative of investment style. Prior to January 1, 2005, accounts were added soon after inception on a quarterly basis and/or when considered fully representative of investment style. A complete list and description of the firm's composites is available upon request. Results are presented before taxes, both gross of management fees (which is net of commissions and other transaction costs) and net of actual management fees, and includes the reinvestment of all income. The U.S. dollar is the currency used to express performance. Past performance is not indicative of future results.

LUTHER KING CAPITAL MANAGEMENT

### LUTHER KING CAPITAL MANAGEMENT SMID CAP EQUITY COMPOSITE PERFORMANCE RESULTS\* APRIL1, 2005 – MARCH 31, 2019

	Tot	al Return			Russell
	Gross of Fees	Net of Fees	Equities	Cash sEquivalent	2500 tsIndex
Annualized Retu	urns Ending 03/31/	19			
1 Year	8.78 %	8.24 %	% 8.92	% 1.03	% 4.48 %
2 Years	s 12.68	12.13	13.31	0.55	8.33
3 Years	s 13.55	12.90	14.29	0.37	12.56
4 Years	s 7.33	6.66	8.09	0.28	7.23
5 Year	s 6.32	5.58	7.02	0.23	7.79
6 Years	s 9.21	8.40	9.93	0.20	10.34
7 Years	s 8.75	7.91	9.41	0.18	11.36
8 Years	s 7.47	6.60	8.10	0.16	10.06
9 Years	s 10.51	9.59	11.33	0.15	11.74
10 Yea	rs 14.48	13.50	15.52	0.14	16.23
11 Yea	rs 9.10	8.12	9.51	0.26	9.74
12 Yea	rs 8.49	7.51	8.83	0.62	7.81
13 Yea	rs 8.21	7.24	8.51	0.94	7.84
14 Yea	rs 9.45	8.49	9.70	1.09	8.93



<sup>\*</sup>The results shown above should be reviewed along with Luther King Capital Management's full disclosure presentation. If you have not received a copy of the full disclosure presentation, please contact Luther King Capital Management for a copy. Segment returns, equities only and cash only, are supplemental information to this composite. Past performance is not indicative of future results.

#### **GLOSSARY OF TERMS**

**Alpha** represents the excess return of the composite over the expected market return.

**Beta** measures the risk or volatility of the composite relative to the market as a whole.

 $\mathbf{R}^2$  measures the correlation of composite returns to the benchmark.

**Up Capture** measures the percentage of benchmark performance captured by the composite during up quarters.

**Down Capture** measures the percentage of benchmark performance captured by the composite during down quarters.

**Growth** investing is an investment style and investment strategy that is focused on the growth of an investor's capital. Those who follow the growth investing style - growth investors - typically invest in growth stocks or companies whose earnings are expected to grow at an above-average rate compared to its industry or the overall market.

**Value** investing is an investment strategy where stocks are selected that trade for less than their intrinsic values. Value investors actively seek stocks they believe the market has undervalued. Investors who use this strategy believe the market overreacts to good and bad news, resulting in stock price movements that do not correspond with a company's long-term fundamentals, giving an opportunity to profit when the price is deflated.