

Q4 2021 PRESENTATION BOOK

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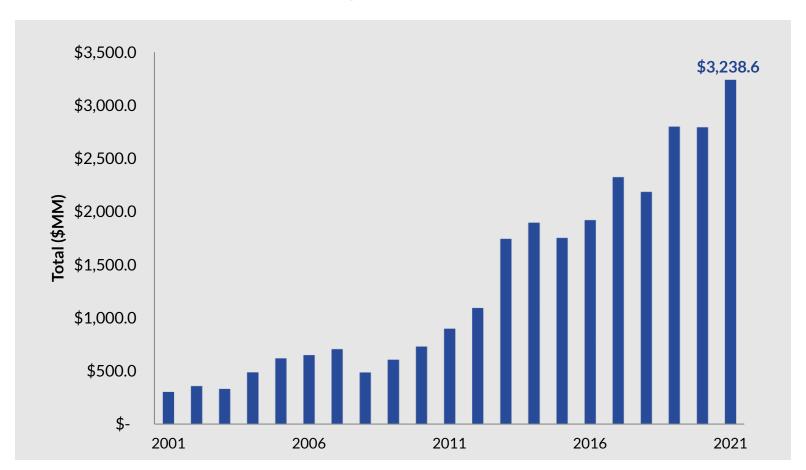
# **Important Facts**

- Founded in 1980
- Headquartered in Plymouth, Michigan
- Portfolio managers and analysts average over 20 years of investment experience
- Investment adviser to the Ave Maria Mutual Funds

# Our Philosophy

- Importance placed on long-term relationships
- Investment goals consistent with risk tolerance levels
- Prudent management utilizes trust-quality investments
- Seek to provide above-average returns and below-average risk
- Our reputation is our most valuable asset
- The Ave Maria Mutual Funds couple intelligent, disciplined investing with Catholic Values

# **Growth of Assets Under Management**



# **Equity Investment Discipline**

- Emphasize companies with superior business characteristics
- Utilize independent analysis and proprietary screening supplemented by
   Wall Street research
- Purchase shares of financially sound companies when they are out of favor and attractively priced
- Buy across market capitalizations if price represents a significant discount to our estimate of intrinsic value
- Contrarian discipline designed to reduce the risk of loss and enhance returns
- Sell stocks when they no longer meet our standards

# **Experienced Portfolio Managers**



George P. Schwartz, CFA				
Years of investment experience	Funds managed			
40+	Bond, Rising Dividend			



Adam P. Gaglio, CFA				
Years of investment experience	Funds managed			
9	Focused, Growth			



Timothy S. Schwartz, CFA				
Years of investment experience	Fund managed			
24	Value			



Chadd M. Garcia, CFA				
Years of investment experience	Funds managed			
18	Focused, Growth			

# **Experienced Portfolio Managers**



Brandon S. Scheitler				
Years of investment experience	Fund managed			
16	Bond, Rising Dividend			



Ryan M. Kuyawa, CFA				
Years of investment experience	Fund managed			
20	Value			



Anthony W. Gennaro, CFA, CPA			
Years of investment experience	Fund managed		
24	World Equity		



# **Investment Objective**

The Ave Maria Rising Dividend Fund investment objective is capital appreciation from companies with a long history of increasing dividends and the likelihood of increasing dividends in the future.

# The Importance of Growth and Dividends

- Emphasis on companies with earnings and cash flow growth we expect to consistently and reliably exceed market growth
- Ability to maintain high returns on equity (ROE), which we regard as an indication of a wide moat (a durable competitive advantage)
- Financial capacity (low debt repayment requirements) to reinvest earnings at high incremental returns and to increase dividends regularly
- Over the long-term, dividend income is an important component of total return. Dividends help reduce variability of returns

#### **Investment Process**



#### Investable Universe

- We exclude stocks inconsistent with core values and teachings of the Roman Catholic Church. This excludes about 5% of the companies in the Russell 3000® Index
- We invest in companies we believe possess durable competitive advantages. We focus on mid-caps and largecaps
- We may also invest in foreign companies



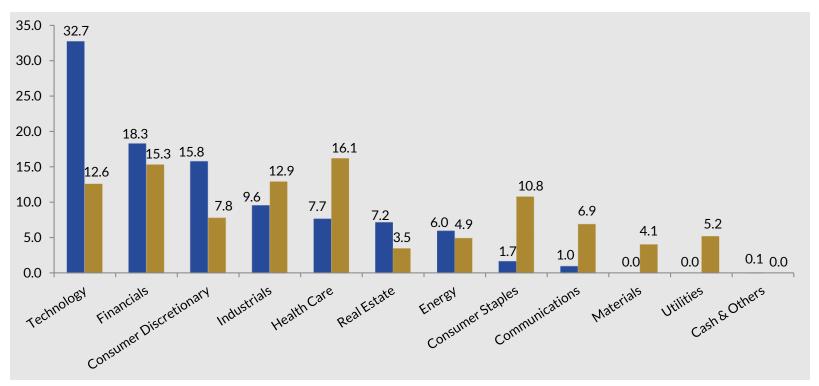
#### Investable Universe

- A durable competitive advantage generally comes from one or more of the following sources:
  - Intangible assets: Brands, patents, regulatory licenses
  - Customer switching costs: Tight integration with a customer's business, monetary costs, and nonmonetary costs
  - Network effect: Value of the product or service increases with the number of users
  - Sustainable cost advantage: Cheaper processes, better locations, and unique resources
- We find certain industries have higher concentrations of companies with durable competitive advantages



### Economic Sector Breakdown as of December 31, 2021\*

Ave Maria Rising Dividend Fund S&P 500® Value Index



<sup>\*</sup> Source: Morningstar You cannot invest directly in an index.

# **Buy Discipline**

Price matters. Buying even exceptional companies at excessive valuations reduces the chances of superior investment performance.

- We seek a margin of safety by investing in companies
   when prices are below our estimate of intrinsic value
- We maintain coverage of companies we believe possess durable competitive advantages that we want to own at the right price (our "farm team")
- To arrive at our own estimate of intrinsic value, we use fundamental security analysis



# **Buy Discipline**

We strive to invest in companies with strong and predictable cash flows, possessing the financial capacity to both reinvest earnings at high incremental returns and increase dividends regularly.

- We evaluate free cash flow coverage of dividends to assess a company's ability to increase dividends
- We review management's stated financial policies and track record as it relates to other potential uses of cash flow, such as acquisitions and share repurchases, to assess a company's commitment to dividend increases
- Both the ability and commitment to increase dividends are important factors in our due diligence process



#### **Risk Controls**

- Risk-reducing stock selection process using bottom-up stock selection based on fundamentals (diversified, well managed companies)
- Industry concentration limited to no more than 25%
- Position sizes generally limited to 3% at the time of purchase
- Portfolio holdings typically range from 35-45 issues



# Sell Discipline

- Company becomes a violator of any moral screen established by our Catholic Advisory Board
- Stock price significantly exceeds our estimate of intrinsic value
- Company's economic moat is eroding, either due to internal or external factors (deteriorating fundamentals)
- Because we purchase companies based on their longterm fundamentals, we anticipate a low level of turnover



Annual Turnover Ratio (last 10 years)									
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
22%	37%	14%	29%	35%	24%	26%	31%	30%	38%

# Portfolio Top Holdings as of December 31, 2021

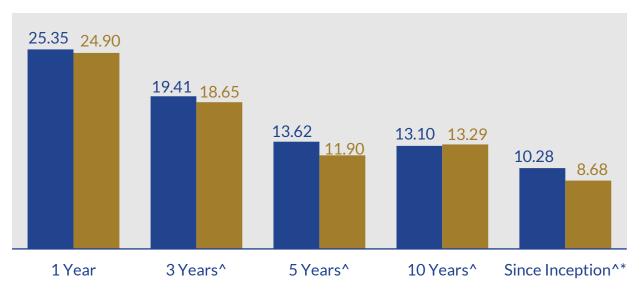
Top 10 Holdings*	39.7% of Net Assets
1. Accenture PLC	4.5%
2. Visa, Inc. Class A	4.3%
3. Texas Instruments, Inc.	4.2%
4. Genuine Parts Company	4.0%
5. Broadridge Financial Solutions, Inc.	3.9%
6. Texas Pacific Land Corporation	3.9%
7. Microsoft Corporation	3.8%
8. Chubb Corporation	3.8%
9. Lowe's Companies, Inc.	3.7%
10. Fidelity National Financial, Inc.	3.6%

<sup>\*</sup> Fund holdings are for illustrative purposes, subject to change and should not be considered a recommendation to buy or sell securities.

The most current available data regarding portfolio holdings can be found on our website, www.avemariafunds.com. Current and future portfolio holdings are subject to risk.

# Average Annual Total Returns (%) as of December 31, 2021

Ave Maria Rising Dividend Fund S&P 500® Value Index

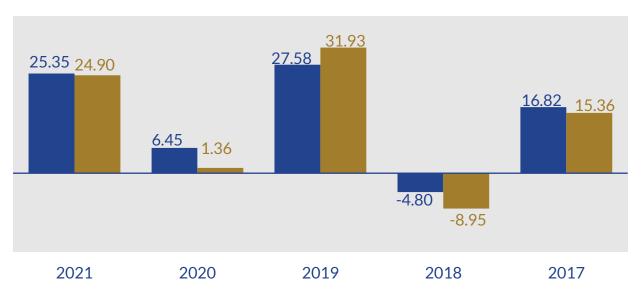


<sup>^</sup> Annualized \* Since Inception date is 5-2-2005

Performance data quoted represents past performance, which is no guarantee of future results. Investment return and principal value are historical and may fluctuate so that redemption value may be worth more or less than the original cost. Current performance may be lower or higher than what is quoted. Performance data reflects certain fee waivers and reimbursements. Without such waivers, performance would have been lower. Call 1-866-AVE-MARIA (1-866-283-6274) or visit avemariafunds.com for the most current month-end performance. Expense ratio: 0.93%

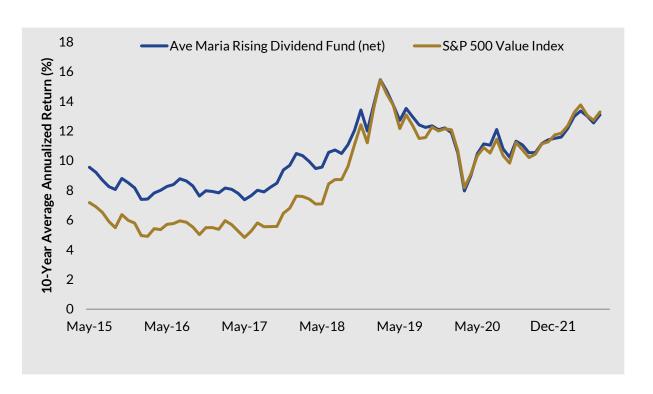
# Last Five Calendar Year Returns (%)

Ave Maria Rising Dividend Fund S&P 500® Value Index



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# 10-Year Rolling Periods Summary (Inception to December 31, 2021)



For the 80 10-year rolling time periods, the Fund generated positive returns 100% of the time.

High (03/2009 to 02/2019): 15.47%
Low (06/2007 to 05/2017): 7.37%
Average 10-Year Rolling Period: 10.30%

Performance data quoted represents past performance, which is no guarantee of future results.

# **Up and Down Market Summary**



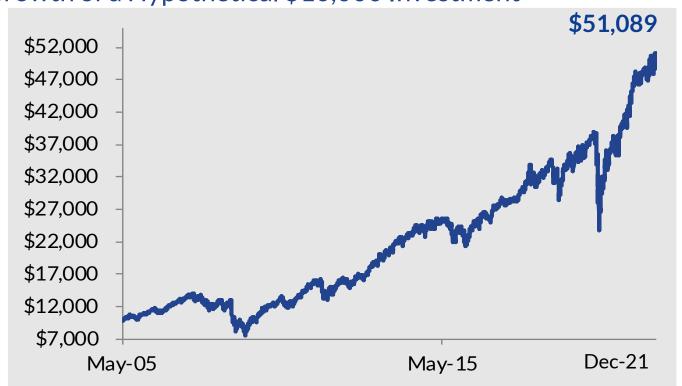
5 best S&P 500 Value rolling 3 month periods						
	S&P 500		Relative			
<b>Rolling Period</b>	Value Index	AVEDX	Performance			
Mar. 2009 -						
May 2009	29.76	24.72	-5.04			
July 2009 -						
Sep. 2009	17.94	15.50	-2.44			
Apr. 2009 -						
June 2009	17.51	14.81	-2.70			
Dec. 2010 -						
Feb. 2011	15.84	13.17	-2.68			
May 2009 -						
July 2009	14.74	9.47	-5.27			



5 worst S&P 500 Value rolling 3 month periods						
	S&P 500		Relative			
<b>Rolling Period</b>	Value Index	AVEDX	Performance			
Sept. 2008 -						
Nov. 2008	-30.19	-25.30	4.89			
Jan. 2020-						
Mar. 2020	-25.34	-26.87	-1.54			
Oct. 2008 -						
Dec. 2008	-23.82	-19.22	4.60			
Dec. 2008 -						
Feb. 2009	-22.92	-14.96	7.96			
Aug. 2008 -						
Oct. 2008	-22.28	-15.93	6.35			

Performance data quoted represents past performance, which is no guarantee of future results. This illustration is based on the 3-month rolling periods since the inception of the Ave Maria Rising Dividend Fund (5/2/05).

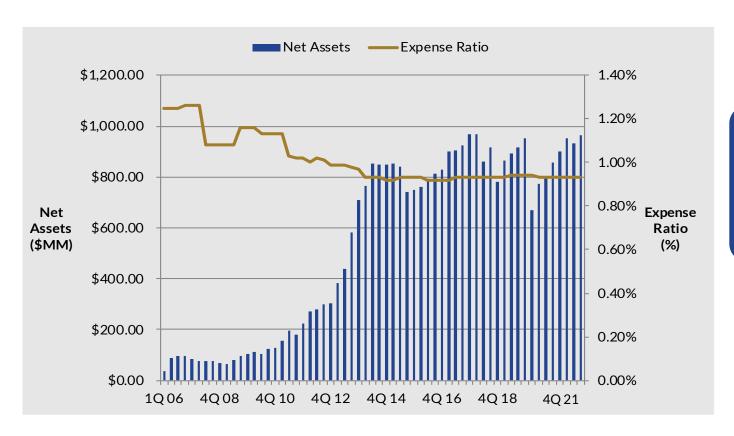
# Growth of a Hypothetical \$10,000 Investment<sup>†</sup>



† From 5-2-05 to 12-31-21. Reflects reinvested distributions and the beneficial effect of any expense reduction and does not guarantee future results.

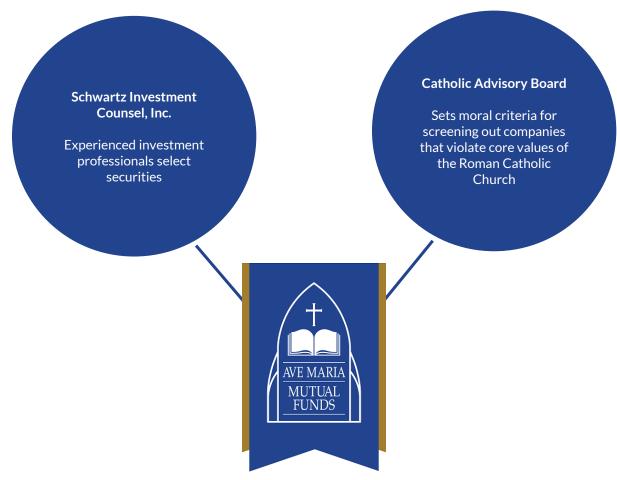
Performance data quoted represents past performance, which is no guarantee of future results.

# Assets and Expenses



As assets have increased, the expense ratio has decreased

# **Organizational Structure**



# **Diversified Fund Family**

Value Fund (AVEMX)	
Investment Goal	Long-term capital appreciation
Primary Investment Focus	Invests in companies that are believed to be undervalued relative to their intrinsic worth
Inception Date	May 1, 2001

Growth Fund (AVEGX)	
Investment Goal	Long-term capital appreciation
Primary Investment Focus	Invests in mid-cap and larger companies offering above-average potential for growth in revenues, profits and cash flow
Inception Date	May 1, 2003

Rising Dividend Fund (AVEDX)		
Investment Goal	Long-term capital appreciation and a rising stream of dividend payments	
Primary Investment Focus	Invests in dividend-paying common stocks with price appreciation potential	
Inception Date	May 2, 2005	

World Equity Fund (AVEWX)	
Investment Goal	Long-term capital appreciation
Primary Investment Focus	Invests in companies of all capitalizations from around the world
Inception Date	April 30, 2010

Focused Fund (AVEAX)		
Investment Goal	Long-term capital appreciation	
Primary Investment Focus	Invests in companies of all sizes offering high earnings growth potential	
Inception Date	May 1, 2020	

Bond Fund (AVEFX)		
Investment Goal	Preservation of principal with a reasonable level of current income	
Primary Investment Focus	Invests primarily in domestic investment-grade debt of government and corporate issuers. May invest up to 20% of its assets in equities	
Inception Date	May 1, 2003	

#### **Institutional Shareholders**

- 69 Schools & Universities
- 14 Endowment Funds
- 45 Foundations
- 65 Dioceses
- 59 Churches
- 162 Other Organizations

As of 12-31-21

# Catholic Advisory Board

Composed of prominent Catholics who provide religious guidance in accordance with the Roman Catholic Church, the Board meets regularly to review the Funds' religious standards and criteria.



Robby George, PhD Professor, Princeton University



Scott Hahn Professor, Franciscan University of Steubenville



Lou Holtz, Emeritus Former Head Football Coach University of Notre Dame



Larry
Kudlow, Emeritus
Former National
Economic Council
Director & Fox
News Anchor



Tom Monaghan Chairman of the Ave Maria Foundation

Episcopal Advisors



Melissa Moschella, PhD Professor, Catholic University of America



Gloria Purvis Columnist and Media Commentator



Father Riccardo, Emeritus Executive Director, ACTS XXIX



Paul Roney, CPA President of Domino's Farms Corporation



**Lila Rose**President of Live
Action



His Eminence
Adam Cardinal
Maida
Archbishop of
Detroit. Emeritus



Allen
Vigneron
Archbishop of
Detroit

#### **Moral Screens**

Companies Eliminated by the Ave Maria Mutual Funds Moral Screens

**Abortion** 

Abortifacient
Producers, Hospitals
Insurance Companies &
Retail

Embryonic Stem Cell Research

Companies engaged in embryonic stem cell research

**Planned Parenthood** 

Companies that contribute corporate funds to Planned Parenthood (the largest provider of abortions in the U.S.)

**Pornography** 

Producers &
Distributors, including
Media Cos., Hotels,
Retail, Internet & Cable
Providers

The screening process eliminates approximately 150 of the companies in the Russell 3000® Index, leaving 95% of this universe eligible for investment.



For additional information, call **1-866-AVE-MARIA** (1-866-283-6274) Or visit avemariafunds.com

#### IMPORTANT INFORMATION FOR INVESTORS

Schwartz Investment Counsel, Inc., a registered investment adviser established in 1980, serves as investment adviser for Ave Maria Mutual Funds and invests only in securities that meet the Funds' investment and religious requirements. The returns may be lower or higher than if decisions were based solely on investment considerations. The method of security selection may or may not be successful and the Funds may underperform or outperform the stock market as a whole. All mutual funds are subject to market risk, including possible loss of principal. The Funds' investments in small and mid capitalization companies could experience greater volatility than investments in large capitalization companies. AVEWX invests in foreign securities and securities issued by U.S. entities with substantial foreign operations. Investments in these securities can involve additional risks relating to political, economic or regulatory conditions in foreign countries. These risks include less stringent investor protection and disclosure standards of some foreign markets; fluctuations in foreign currencies; and withholding or other taxes. AVEFX invests primarily in fixed income securities and as a result the Fund is also subject to the followings risks: interest rate risk, credit risk, credit rating risk and liquidity risk, AVEDX invests primarily in dividend paying companies and it is possible these companies may eliminate or reduce their dividend payments. AVEAX is classified as non-diversified and may therefore invest a greater percentage of its assets in the securities of a limited number of issuers than a fund that is diversified. At times, the Fund may overweight a position in a particular issuer or emphasize investment in a limited number of issuers, industries or sectors, which may cause its share price to be more susceptible to any economic, business, political or regulatory occurrence affecting an issuer than a fund that is more widely diversified. The issuers that the Fund may emphasize will vary from time to time.

Request a prospectus, which includes investment objectives, risks, fees, charges and expenses and other information that you should read and consider carefully before investing. The prospectus can be obtained by calling 1-866-283-6274 or it can be viewed at www.avemariafunds.com. Distributed by Ultimus Fund Distributors, LLC. Schwartz Investment Counsel, Inc. is not affiliated with Ultimus Fund Distributors, LLC.