

Q3 2023 PRESENTATION BOOK

# TABLE OF CONTENTS

Schwartz Investment Counsel, Inc.	1-8
Ave Maria Mutual Funds	9-14
Ave Maria World Equity Fund	15-34



### **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

### **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

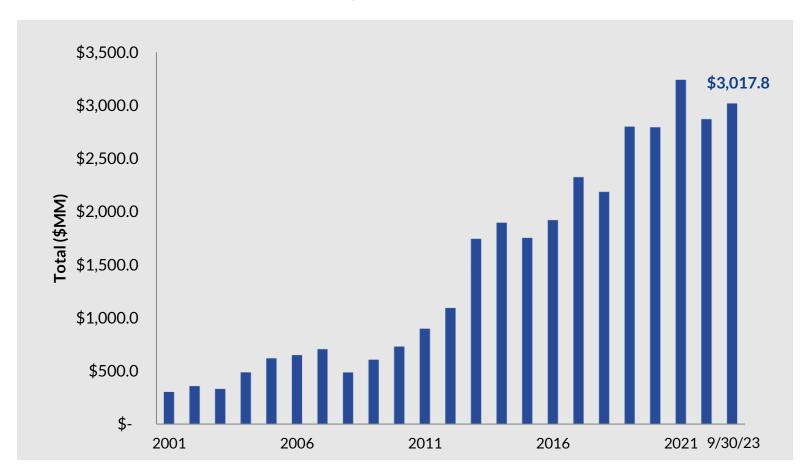
#### Research Process

- Focus on fundamentals income statements, balance sheets and cash flow statements in conjunction with growth prospects
- Augment with external research from a variety of sources (for factual data)
- Make decisions based on assessment of risk/reward relationship
- Investment committee comprised of all portfolio managers and analysts meets regularly
- Securities selection process is not committee driven PMs are responsible for managing their portfolios

### Alpha Generation

- Alpha added through our disciplined bottom-up security selection
- Focus on sound operating fundamentals, conservative capital structures and proven staying power should lead to our companies doing well over entire market cycles
- Expect portfolios to perform well on a relative basis when economy is struggling
- Expect portfolios to have weaker relative performance when economy is rapidly growing or when investors are more inclined to speculation

## **Growth of Assets Under Management**



## **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
10	Focused, Growth



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



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

## **Experienced Portfolio Managers**



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



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



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



Sean C. Gaffney, CFA	
Years of investment experience	Fund managed
6	World Equity



### **Searching For An Investment That Shares Your Values?**

Wise Investors are selective; they recognize the impact of investment choices on the lives of those around them. If you do not want to own stocks of companies that support abortion, pornography or other anti-family policies, consider the Ave Maria Mutual Funds.

## **Organizational Structure**

# PORTFOLIO DECISIONS

Schwartz Investment Counsel, Inc.

Experienced investment professionals select securities

#### **MORAL SCREENS**

**Catholic Advisory Board** 

Sets moral criteria for screening out companies that violate core values of the Roman Catholic Church



## **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**

- 68 Schools & Universities
- 14 Endowment Funds
- 45 Foundations
- 65 Dioceses
- 59 Churches
- 170 Other Organizations

As of 12-31-22

### 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.



Raymond Arroyo Fox News & FWTN Host



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

Episcopal Advisors



Tom
Monaghan
Chairman of
the Ave
Maria
Foundation



Melissa Moschella, PhD Professor, Catholic University of America



Father Riccardo, Emeritus Executive Director, ACTS XXIX



Paul Roney, CPA President of Domino's Farms Corporation



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.

### The Importance of a Global Perspective on Stocks

- Two-thirds of the world's investment opportunities lie outside of the United States
- The U.S. represents only 16% of the world's total gross domestic product (GDP)<sup>1</sup>
- In 2021, 74 countries ranked ahead of the U.S. for GDP real growth rate<sup>1</sup>
- Global stocks outperformed U.S. stocks in 8 of the 20 calendar years from 2003 to 2022<sup>2</sup>

#### Comparison of Global versus U.S. Stocks--- Calendar Year Returns 2003 to 2022



<sup>&</sup>lt;sup>1</sup> The World Factbook, Central Intelligence Agency, January 2023

<sup>&</sup>lt;sup>2</sup> Mellon Analytical Solutions, Inc. January 2023 (U.S. Stocks represented by the S&P 500 Index and Global Stocks represented by the MSCI All Country World Index

## **Investment Objective**

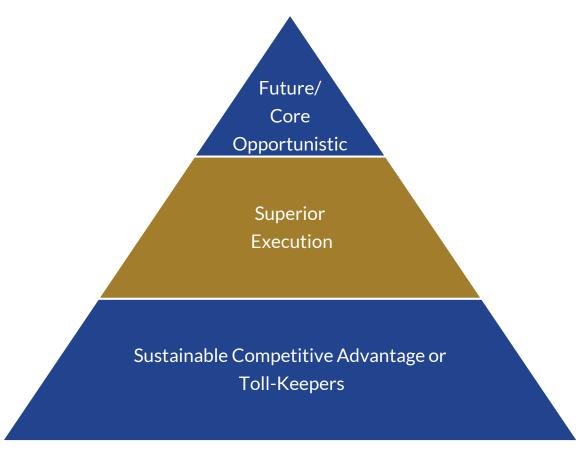
The principal goal of the Ave Maria World Equity Fund is long-term capital appreciation. The Fund invests at least 80% of its net assets in common stocks of companies whose focus is global in nature. The Fund will invest at least 60% of its net assets in common stocks issued by non-U.S. companies.<sup>1</sup>

## **Investment Philosophy**

We seek to invest in competitively advantaged companies when they are mispriced by the market. We believe that fundamental research can identify these companies and may lead to long-term alpha generation.

<sup>&</sup>lt;sup>1</sup> A company is deemed to be a "non-U.S. company" if it is headquartered outside the U.S. or has at least 50% of its revenues or operations outside of the U.S. at the time of original purchase.

## Investment Philosophy

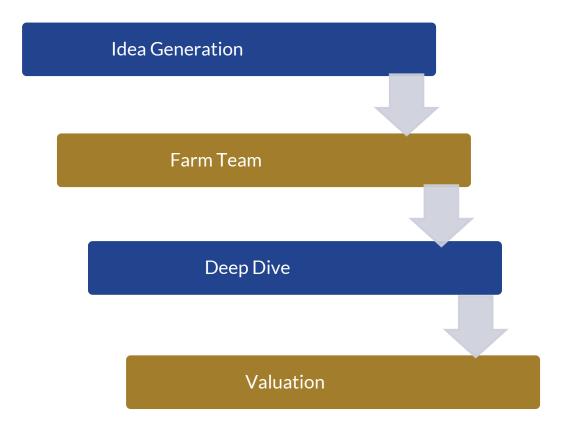


## Investable Universe

- We exclude stocks inconsistent with core values and teachings of the Roman Catholic Church.
- We invest in companies that are both domestic and foreign



### **Investment Process**



### **Idea Generation**

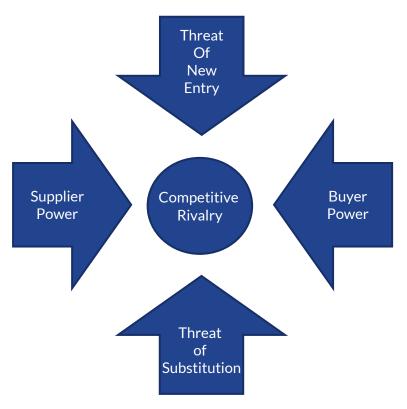
Idea Generation comes through several sources including:

- Meetings with companies, customers and competitors
- Participation in industry conferences, intensive reading and consultant contacts
- Sell-side/Buy-side analyst network

## Bottom-Up Stock Selection

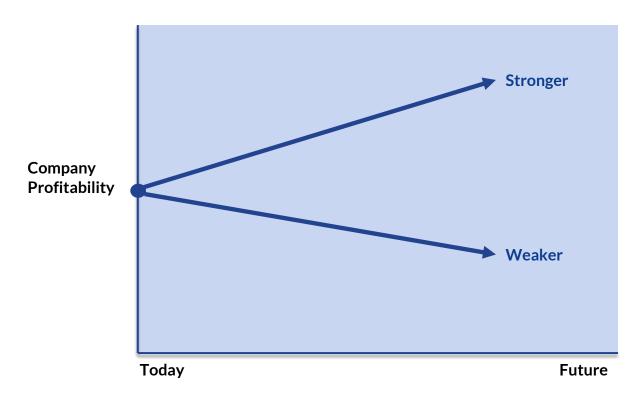
We seek to gain a deep understanding of each company

### Porter's Five Forces



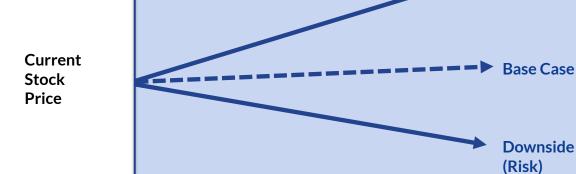
### **Value Creation**

Articulate value creation potential in terms of market growth, industry structure changes, and market share changes



### **Valuation**

Seek asymmetrical risk/reward relationships to maintain a margin of safety



Upside

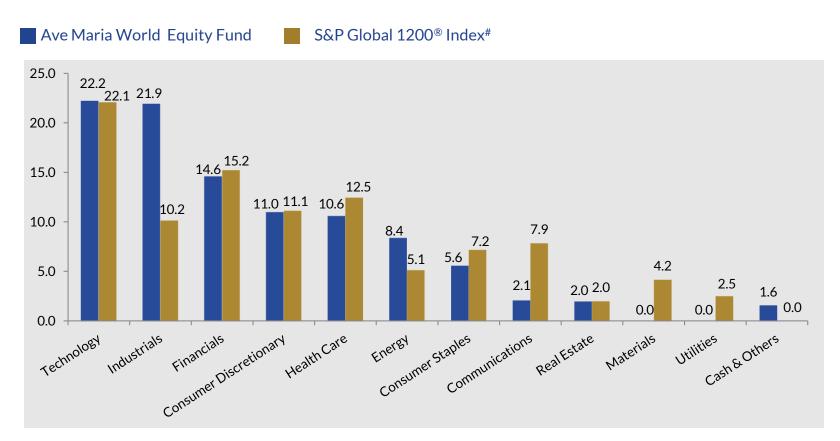
## **Buy Discipline**

Portfolio companies will typically have one or more of the following characteristics:

- Attractive profit margins with strong free cash flow generation
- High returns on equity and capital with strong balance sheets
- Sustainable competitive advantage owing to proprietary products or services, dominant market position or specialty niche
- Shareholder-friendly management that has a demonstrated track record of effective capital allocation
- Attractive valuation based upon fundamentals



### Economic Sector Breakdown as of September 30, 2023\*



<sup>\*</sup> Source: Morningstar # Data for MSCI All Country World Index is not available. The S&P Global 1200 Index used as a proxy. You cannot invest directly in an index.

## Buy Discipline - Diversified Portfolio

Regional Breakdown vs. MSCI All Country World Index as of September 30, 2023\*

Region	North Amer.	Europe Devel.	Latin Amer.	United King.	Japan	Asia Dev.	Africa/ Middle East	Asia Emerg.	Europe Emerg.	Austra- lasia
% of AVEWX	47%	24%	8%	5%	5%	3%	3%	3%	1%	0%
% of Index	65%	12%	1%	4%	6%	4%	1%	5%	0%	2%

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

## Risk Management

#### **Diversification Constraints:**

- Portfolio holdings typically range from 35-45 issues
- Maximum 5% weight at time of purchase

#### **Risk Management:**

- Brainstorming to identify non-quantitative risk
- Avoid poorly managed companies with aggressive capital structures



## Portfolio Top Holdings as of September 30, 2023 Conviction Weighted Stock Positions

Top 10 Holdings*	34.8% of Net Assets
1. Mastercard Incorporated	4.3%
<sup>2.</sup> SAP SE	3.7%
3. Pioneer Natural Resources Co.	3.6%
<sup>4.</sup> Stevanato Group S.p.A.	3.6%
5. Eaton Corporation	3.6%
6. Accenture PLC	3.5%
7. Edenred SA	3.3%
8. Stoneco LTD	3.1%
9. GFL Environmental, Inc.	3.1%
10. Coca-Cola Europacific Partners	3.0%

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

## Sell Discipline

- Company becomes a violator of any moral screen established by our Catholic Advisory Board
- Competitive position deteriorates
- Management executes poorly
- More attractive opportunities
- Stock no longer offers an attractive risk/reward ratio
- Risk management to reduce exposure to potential risk



Annual Turnover Ratio									
2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
31%	36%	35%	42%	29%	33%	37%	43%	16%	23%

## Summary

#### **Our Competitive Advantages:**

- Deep fundamental analysis used in research and portfolio management
- Rigorous focus on scenario analysis reflected in the upside/downside evaluation
- Disciplined portfolio construction and risk-management
- Avoid companies whose business practices are inconsistent with our core values and teachings of the Roman Catholic Church

### Portfolio Characteristics as of September 30, 2023\*

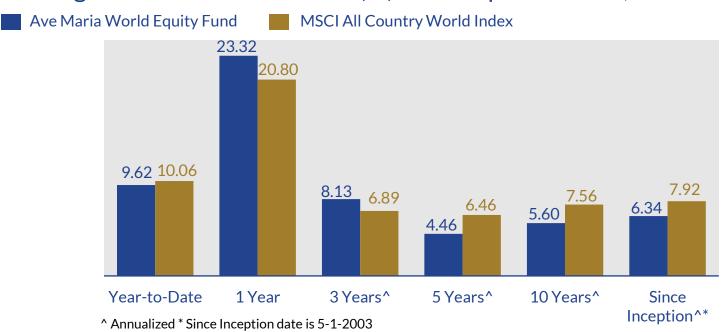
Ave Maria World Equity Fund MSCI All Country World Index #



The Ave Maria World Equity Fund utilizes a Growth At a Reasonable Price (GARP) approach.

<sup>\*</sup> Source: Bloomberg # iShares MSCI ACWI ETF used as a proxy.

### Average Annual Total Returns (%) as of September 30, 2023



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: 1.14%. The adviser has contractually agreed to limit the ordinary operating expenses (excluding Acquired Fund Fees and Expenses, interest, taxes, brokerage costs and extraordinary expenses) of the Ave Maria World Equity Fund to an amount not exceeding 1.25% of the Fund's average daily net assets until at least May 1, 2024.

### Last Five Calendar Year Returns (%)





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.

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



† From 4-30-10 to 9-30-23. 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.



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.