



Quantum Capital

## Large Cap Growth Equity Portfolio

# Contents

A faint, light gray silhouette of a city skyline is visible in the background at the top of the slide. The skyline includes various building shapes, with a prominent tall, pointed skyscraper in the center. Below the skyline is a solid dark blue horizontal bar that spans the width of the slide.

- Firm Overview
- Portfolio Management Team
- Equity Disciplines
- Investment Philosophy and Process Review
- Portfolio Characteristics and Performance Review
- Summary – Competitive Strengths
- Disclosures

# Firm Overview

A light gray silhouette of a city skyline, including several skyscrapers, is positioned at the top of the slide, behind the title.

- Quantum Capital founded in 1996 in the San Francisco Bay Area
- 13 Employees (7 Investment Professionals)
- Seasoned Portfolio Management Team (average 25 years of experience)
- Co-Founders Continue to Actively Manage the Portfolios
- \$225 million in Total Assets Under Management
- Independent Investment Management Firm

# Portfolio Management Team

## **Howard B. Aschwald, CFA / Co-Founder & Portfolio Manager**

- Co-founded Quantum Capital in 1996
- Director of Research and Chief Investment Officer
- Morgan Stanley, Stein Roe, Technology Analyst and Portfolio Manager
- Graduated from the U.S. Naval Academy at Annapolis; retired as a Captain in the Naval Reserve
- MBA in Finance from Golden Gate University and CFA Charterholder

## **Stephen A. Bradley / Co-Founder & Portfolio Manager**

- Co-founded Quantum Capital in 1996
- Morgan Stanley, supervising numerous financial advisors and several billion dollars in assets
- Merrill Lynch, institutional stockbroker
- Serves on the board of directors of the TH Group, Inc. and Independent Living Systems, Inc.
- Graduated from the University of the State of New York, attended University of Pennsylvania's Wharton Business School

## **Mat A. Johnson / Portfolio Manager & Investment Strategist**

- Director of Growth Investment Strategy and Economic Research at ThinkEquity Partners
- Chief Economist and Director of Growth Strategy with Thomas Weisel Partners
- Growth stock strategist in Merrill Lynch's Global Growth Strategies Group
- Senior Economist and Growth Strategist with Montgomery Securities
- U.S. forecast economist in Bank of America's Economic and Policy Research Department
- M.A. in Financial and Development Economics from Rutgers University
- Graduate research at London School of Economics and Leningrad University

# Equity Disciplines

	Equity Disciplines (Inception)		
	Dividend Growth Equity (2003)	Large Cap Growth Equity (1997)	Mid Cap Growth Equity (2005)
Benchmarks/Style Orientation	S&P 500 and Russell 1000 Value / Relative Value Style	S&P 500 and Russell 1000 Growth Index / GARP Style	S&P 400 and Russell Mid Cap Growth Index / Mid Cap GARP Style
Number of Positions	35-45	40-50	35-45
Expected Turnover	30-40%	35-45%	50-60%
Annualized Excess Return vs. Broad & Style Index Since Inception (through 3/31/10)	0.57% / 0.04%	-0.17% / 1.18%	0.98% / 2.19%

# Investment Pillars Across All Equity Disciplines

## **DISCIPLINED**

## **TRANSPARENT**

## **CONSISTENT**

## **RISK-CONTROLLED**

- Fundamental, research-oriented stock selection
- Investment process and philosophy is disciplined, consistent and transparent
- Portfolios hold 35-50 high-quality stock positions with moderate turnover
- Superior long-term, risk-adjusted returns
- Downside protection

# Portfolio Construction Blueprint

**Initial Screening Criteria: US Domiciled Stocks with Market Capitalization Greater than \$2 billion**

**Projected Growth in Revenue and Earnings Must be Greater than Inflation  
Expected 5-year Revenue Growth Targeted to 90% or Higher of Sector Average**

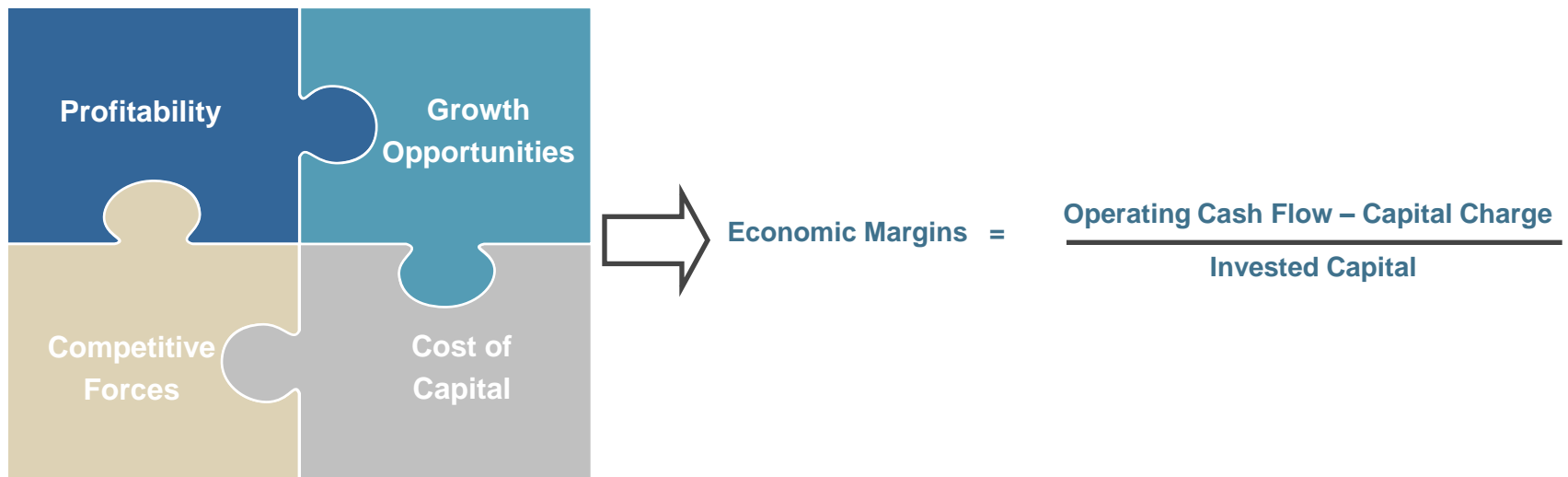
**Stocks Ranked by Proprietary Equity Valuation Score  
Equity Score Incorporates Valuation and Timeliness Factors**

**Analysts Refine Intrinsic Value Estimates  
and Evaluate Qualitative Factors of Attractive Candidates**

**Portfolio of 35-50 Attractively Valued Securities  
Modest Sector Over and Under Weights**

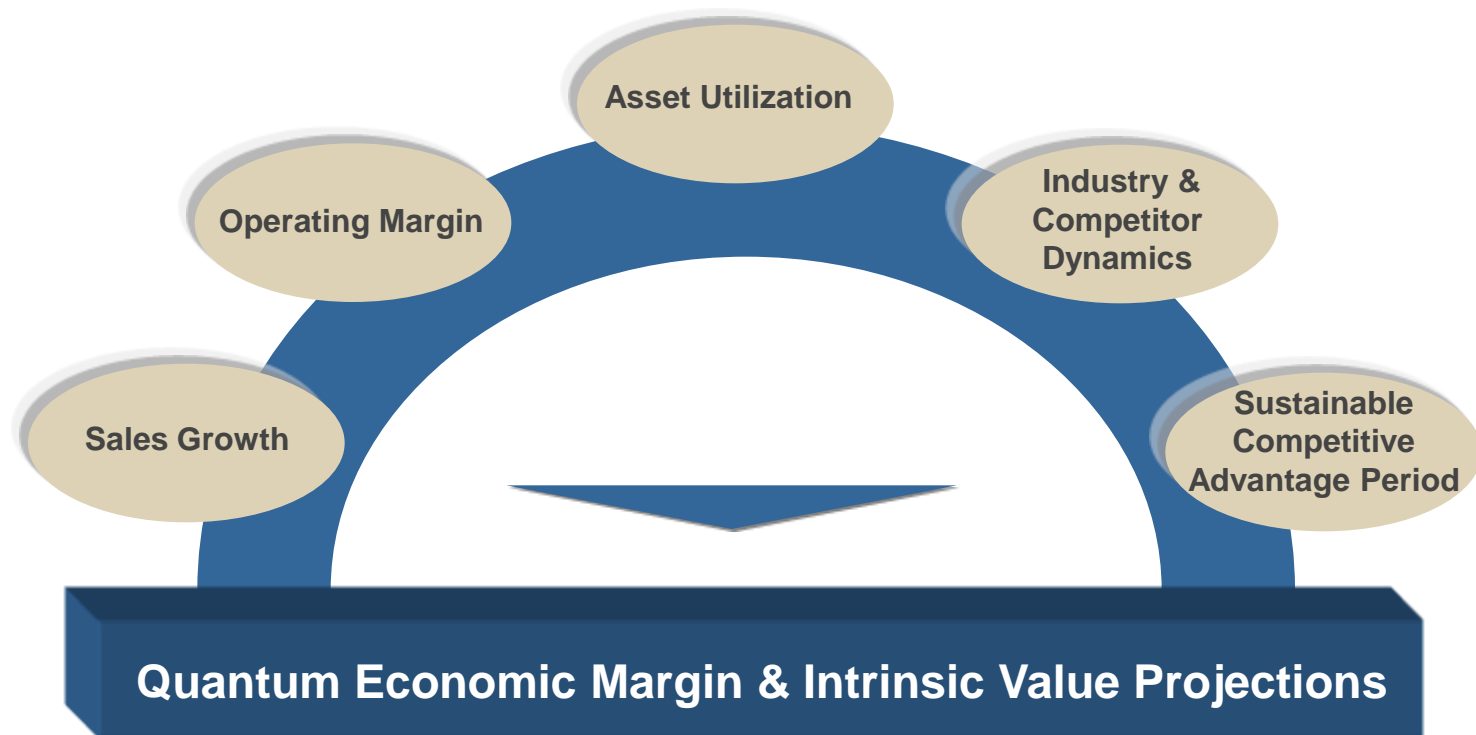
# Intrinsic Value Evaluation

**Applied Finance Group Economic Margin Framework addresses four primary enterprise value factors:**



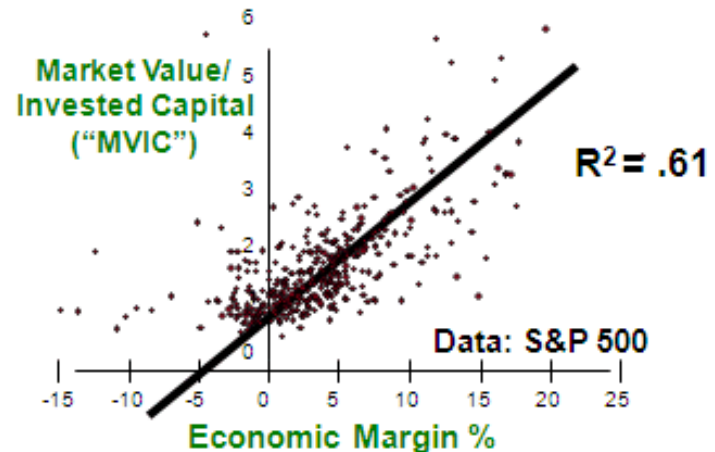
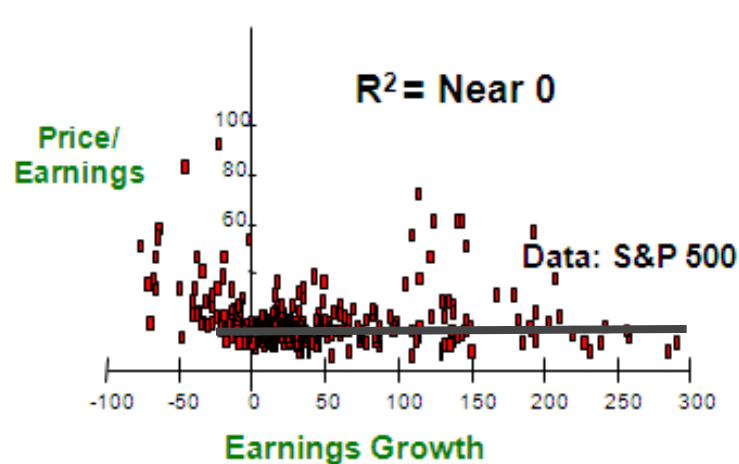
# Refinement of Economic Margin Drivers

**Analysts Conduct Fundamental Research to Refine Key Inputs In Economic Margin Calculation**



# Evolved Valuation Framework

- With Economic Margin factor in hand, Quantum turns to an evolved Price to Book Metric: Market Value/ Invested Capital or “MVIC”
- Market Value is the sum of common stock market capitalization plus all debt
- Invested Capital is the cumulative sum of all funds sourced into the business less all funds removed from the business adjusted for inflation
- The relationship between MVIC and Economic Margin exhibits a stronger correlation than traditional PE to Growth valuation methodologies



# Timeliness Factors Seek to Minimize Value Traps

- Stocks often trade for extended periods of time below intrinsic value estimates
- Short-term changes in economic margin expectations show a positive relationship with subsequent share price performance
- Companies are analyzed for improvement or deterioration in forecasted economic margins for the current and pending fiscal year
- Those companies with improving projected economic margins are more likely to be candidates for purchase, while companies with deteriorating economic margins are generally avoided

# Macro-Economic Top Down Component

- Principles of long term mean reversion are combined with shorter term fundamental timing attributes to set modest relative sector weights to the S&P 500

## Three Year Sector Performance Relative to S&P 500

- Underperforming sectors receive initial rank weighting of 2
- Neutral or outperforming sectors receive initial rank weighting of 0

## One Year Projected Sector Economic Margin

- Sectors with estimated Economic Margin Improvement for next fiscal year and exceeding benchmark average receive rank weighting of 1
- Sectors with substantial projected Economic Margin improvement receive rank weighting of 1 regardless of benchmark comparison

- Combined Score of 2 represents likely neutral sector weighting with overweights above this level and underweights below
- Sector over and under weights are limited to 400 basis points or 50% relative to the benchmark, whichever is lower

# Sell Discipline



- **Fundamental Change**

Reduced economic margin and profitability, or change in dividend policy

- **Management Change**

Significant change in management strategy that alters original investment thesis

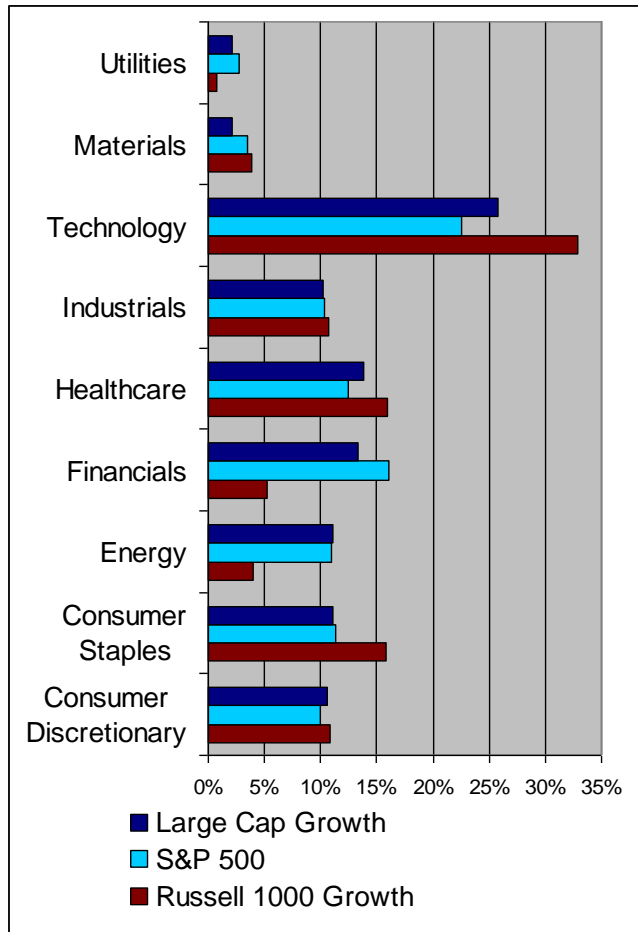
- **Valuation Change**

Security reaches price objective with no supporting change in business fundamentals

- **Portfolio Rebalance**

Significantly better alternative investment opportunity within sector

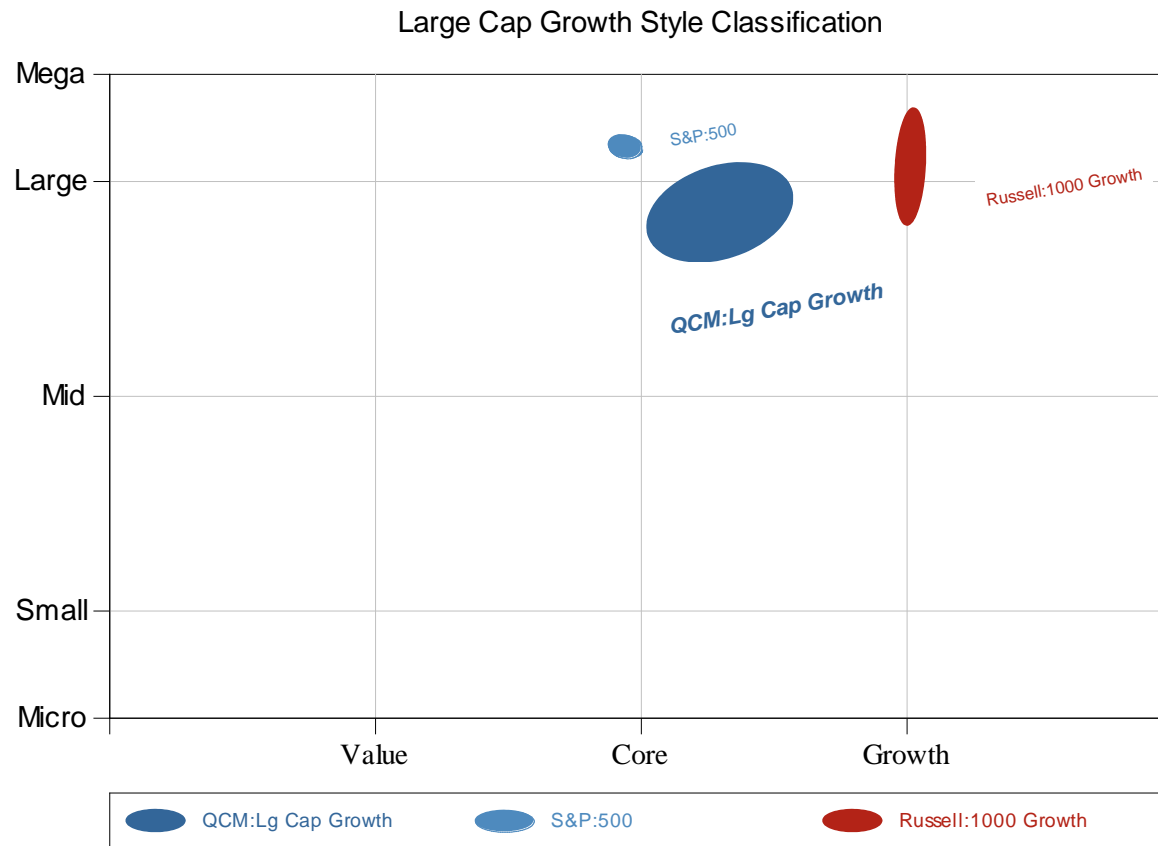
# Sector Weightings and Top Ten Holdings



## Top Ten Holdings – 3/31/10

Company	% Portfolio
• MetLife Inc	4.17
• Bank of America Corp	3.40
• Ebay Inc	3.30
• Oracle Corporation	3.27
• Ansys Inc	3.26
• Cisco Systems Inc	3.08
• Rockwell International Corp	3.05
• Johnson & Johnson	2.98
• Microsoft Corp	2.92
• Best Buy Inc	2.87

# Style Classification



# Returns\*

	Annualized					Since Inception
	YTD	1 Year	3 Years	5 Years	10 Years	12/31/96
Quantum Large Cap Growth	5.48%	44.14%	-3.02%	1.86%	-1.77%	5.17%
S&P 500	5.37%	50.03%	-4.11%	1.95%	-0.63%	5.34%
Russell 1000 Growth	4.64%	49.72%	-0.79%	3.41%	-4.21%	3.99%
	<b>2009</b>	<b>2008</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>	<b>2004</b>
Quantum Large Cap Growth	25.36%	-34.30%	5.94%	9.43%	7.42%	11.40%
S&P 500	26.70%	-37.00%	5.50%	15.79%	4.91%	10.87%
Russell 1000 Growth	37.19%	-38.43%	11.81%	9.04%	5.27%	6.30%
	<b>2003</b>	<b>2002</b>	<b>2001</b>	<b>2000</b>		
Quantum Large Cap Growth	29.23%	-27.22%	-17.27%	-3.22%		
S&P 500	28.68%	-22.10%	-11.85%	-9.11%		
Russell 1000 Growth	29.76%	-27.89%	-20.36%	-22.43%		

\* As of March 31<sup>st</sup>, 2010

Supplemental Information to the GIPS compliant presentation located on the last page of the presentation

# Summary: Competitive Strengths

## **Consistent Investment Process & Philosophy Across All Equity Disciplines**

- Fundamental, research oriented stock selection
  - Identifies investments during market downturns and restricts investments in elevated up-markets
- Intrinsic value focus reduces volatility and adds downside protection
  - Risk management begins before initial security purchase
  - Strict sell-discipline helps moderate volatility in elevated markets
  - Consistent application of buy and sell disciplines

## **Continuity of Portfolio Management Team**

- Co-founders actively manage the portfolios
  - Team approach to managing all portfolios
- Investment-driven
  - Principal activity is conducting research and managing portfolios

## **Client Service**

- Strive to exceed expectations for client service and communication

# Disclosures

## Large Cap Growth Composite

### Annual Performance Disclosure

Year End	Total Firm	Composite Assets		Annual Performance Results			
	Assets (millions)	USD (millions)	Number of Accounts	Composite Gross	Composite Net	S&P 500	Composite Dispersion
YTD	220	18	50	5.5%	5.2%	5.4%	NA
2009	192	15	33	25.4%	24.0%	26.7%	3.2%
2008	170	12.8	32	(34.3%)	(35.11%)	(37.0%)	.5%
2007	230	55	94	5.89%	4.63%	5.50%	3.1%
2006	228	57	98	9.39%	8.09%	15.79%	2.2%
2005	212	58	93	7.41%	6.14%	4.91%	2.7%
2004	201	59	108	11.4%	10.08%	10.87%	2.4%
2003	159	50	94	29.23%	27.72%	28.68%	2.3%
2002	106	30	61	(27.22%)	(28.11%)	(22.10%)	2.7%
2001	108	41	79	(17.27%)	(18.27%)	(11.85%)	3.8%
2000	102	42	78	(3.22%)	(4.38%)	(9.11%)	6.5%
1999	83	35	62	26.48%	25.00%	21.04%	13%
1998	52	16	31	30.22%	28.7%	28.58%	8.5%
1997	34	9	22	30.55%	28.7%	33.36%	3.5%
1996	30	NA	NA	NA	NA	NA	NA

N.A. - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.

*Large Cap Growth Composite* contains fully discretionary accounts managed to provide Large Cap growth of capital at or above the S&P 500 Index. For comparison purposes this composite is measured against the S&P 500 Index. The minimum account size for this composite is \$120,000, changed from 200,000 9/30/09.

Quantum Capital Management has prepared and presented this report in compliance with the Global Investment Performance Standards (GIPS®). Quantum Capital Management is an independent registered investment adviser. The firm maintains a complete list and description of composites, which is available upon request. *Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Past performance is not indicative of future results.* The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of management fees and include the reinvestment of all income. Net of fee performance was calculated using the highest applicable management fee of 1.2% applied monthly. The annual composite dispersion presented is equal-weighted standard deviation calculated for the equity segment of the accounts in the composite the entire year. Additional information regarding the policies for calculating and reporting returns is available upon request.

The investment management fee schedule is as follows: 1.2% on the first 1,000,000; 1% on the next 1,000,000 up to \$2,000,000; .8% on the next \$4,000,000 up to \$6,000,000 and .75% on the next \$5,000,000 up to \$11,000,000, .65% on the next \$15,000,000 up to \$26,000,000 and .55% over \$26,000,000. Fees are negotiable.

Carve-outs are included in this composite and performance reflects required total segment plus cash returns. Cash is allocated on a monthly basis by applying the asset weighted cash percentage of the Large Cap Growth Composite. As there are no stand alone accounts with this strategy and cash is not used as an investment, an allocation to cash based upon a pure composite style such as Large Cap Growth is a reasonable approximation for any cash temporarily held in the composite and awaiting reinvestment. Carve outs are no longer included in the composite as of 10/31/06. Only accounts with 80% of the assets in the Large Cap Growth Portfolio are included in the performance disclosure as of 12/31/07.

The Index was changed from Russell 1000 Growth to S&P 500 as of 6/30/08 because of a much tighter correlation to the S&P 500, .8 with the Russell to .95 with the S&P 500. The Quantum Large Cap Growth Composite was created November 1, 2002. Quantum Capital Management's compliance with the GIPS standards has been verified for the period January 1, 1997 through December 31, 2007 by Ashland Partners & Company LLP. A copy of the verification reports is available upon request.

# Disclosures



## Performance Standards and Compliance

### GIPS Compliance

Quantum Capital Management has prepared and presented this report in compliance with the Global Investment Performance Standards (GIPS®).

### Registrations

Quantum Capital Management is registered with the Securities Exchange Commission (SEC) as a registered investment advisor (RIA). Additionally, Quantum Capital Management and its personnel are subject to complying with many rules and regulations including provisions of the Act and the Corporate Advisory Laws of the State of California.

### Annual Form ADV

Every client may request a copy or download a copy of Quantum Capital Management's most current Form ADV Part II from our website at [www.quantumcap.com](http://www.quantumcap.com)

### Performance

Quantum Capital Management has been verified for the periods January 1, 1997 through December 31, 2007 by Ashland Partners & Company LLP. In addition, a performance examination was conducted on the Long Term Growth and Dividend Growth Composites beginning January 1, 1997. A copy of the verification report is available upon request.



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