



SEAMARK U.S. EQUITY MANDATE

SEAMARK's U.S. equity approach seeks to capitalize on the superior long-term investment opportunities available from U.S. growth companies. While leading companies in many attractive industries are held to provide diversification, SEAMARK prefers companies growing faster than the overall economy.

This approach to U.S. Equities provides SEAMARK's clients with carefully constructed portfolios holding industry-leading companies in terms of financial strength, competitive position, and management's ability to deliver results for shareholders. Working as a team, SEAMARK's investment professionals apply **proven investment principles** to identify these leading U.S. companies.

SEAMARK's **bottom-up, fundamental** approach identifies companies with superior long-term investment merit based on three quality characteristics:

- **proven management**
- **strong balance sheets**
- **attractive competitive position**

Preference is given to companies with **durable growth** prospects. Companies that satisfy these SEAMARK quality standards are added to the firm's proprietary Master List and are considered "buyable" when the price is right. Many of these companies are U.S.-based multi-nationals, providing a **geographically diversified base of earnings** and a low-risk way to participate in the growth of emerging economies.

Consistent with the **viewpoint of a business owner**, SEAMARK aims to determine the company's potential worth in order to take advantage of opportunities that occur when the value of the company and the value of the stock are not in alignment. This potential worth is based on the company's prospects over at least the next four years, and is quantified in an 18-24 month price target, based on rigorous fundamental analysis. This process provides the discipline to look past short-term conditions, either unusually good or unusually bad, to the true underlying worth of the business. When sufficient upside exists, companies on the Master List will be rated a "buy". When overvaluation of the company's stock price compared to the business' expected value is apparent, the holding may be trimmed or sold.