

## INVESTMENT PROFESSIONALS

Quality investing starts with a solid foundation – our people. Our portfolio managers are seasoned investment professionals with a strong background in academic achievement. We specialize in a distinct segment of the capital markets and conduct bottom-up, fundamental research of high quality stocks and bonds.

This has been the consistent focus over our company's history and continues to define our competitive advantage. The collective experience and skill of our professionals combined with the strict adherence to our investment principles has helped us navigate all types of market landscapes to make investment decisions that deliver consistency without compromise.

### Seasoned Professionals

- 14 investment professionals, averaging 27 years of industry experience

### Specialized Investment Niche

- Our equity teams seek to invest in stocks with a demonstrated history of consistent growth and stability in earnings
- Our fixed income strategies emphasize bonds with stable and predictable cash flows, and low credit and event risk

### Our Interests are Aligned with Clients

- Compensation is tied to both investment performance and the overall performance of the firm

## CORE EQUITY INVESTMENT PROFESSIONALS

Atlanta Capital's core equity team is comprised of three portfolio managers and one investment specialist. Each portfolio manager conducts his own analytical research, while investment decisions are made on a consensus basis. Chip Reed, CFA, and Bill Bell, CFA, previously co-managed an investment portfolio at the Florida State Board of Administration prior to joining the firm in 1998 and 1999, respectively. Matt Hereford, CFA, joined the firm in 2002, and previously managed a concentrated equity portfolio while at Invesco, Inc.

Investment strategies managed include:

- High Quality Small Cap
- High Quality SMID Cap
- High Quality Select Equity



**Chip Reed, CFA**

Portfolio Manager

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**Bill Bell, CFA**

Portfolio Manager

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**Matt Hereford, CFA**

Portfolio Manager

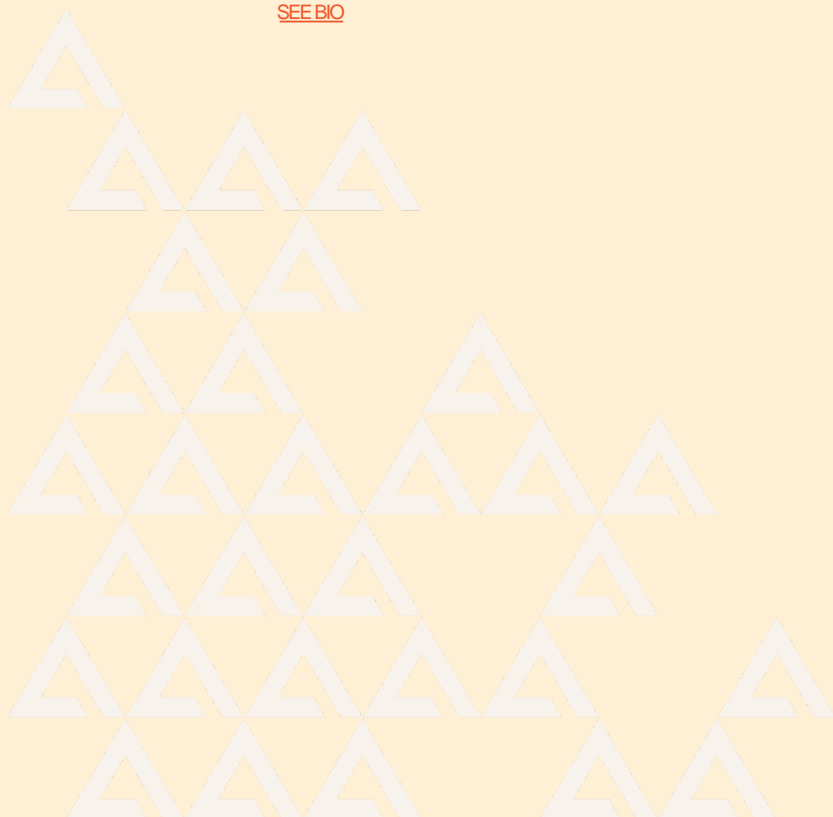
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**Michael Jaje, CFA**

Investment Specialist

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## INVESTMENT APPROACH

Our Core Equity team seeks to invest in companies in sound financial condition with equities priced below our fair value estimate.

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