

# AEGIS Value Fund (AVALX)

December 31, 2018  
Managed By Aegis Financial Corporation



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## Introduction To Aegis

Aegis Financial Corporation ("AFC") is a deep-value focused investment firm that endeavors to deliver excess returns by concentrating investment in securities, often small or neglected, which trade at material discounts to assessed fundamental value.

### Aegis Value Fund Assets: \$98 million

Class I - AVALX  
Assets: \$97 million

Inception:  
May 1998

Class A - AVFAX  
Assets: \$1 million

Inception:  
Feb 2014

### Separate Account Assets: \$16 million

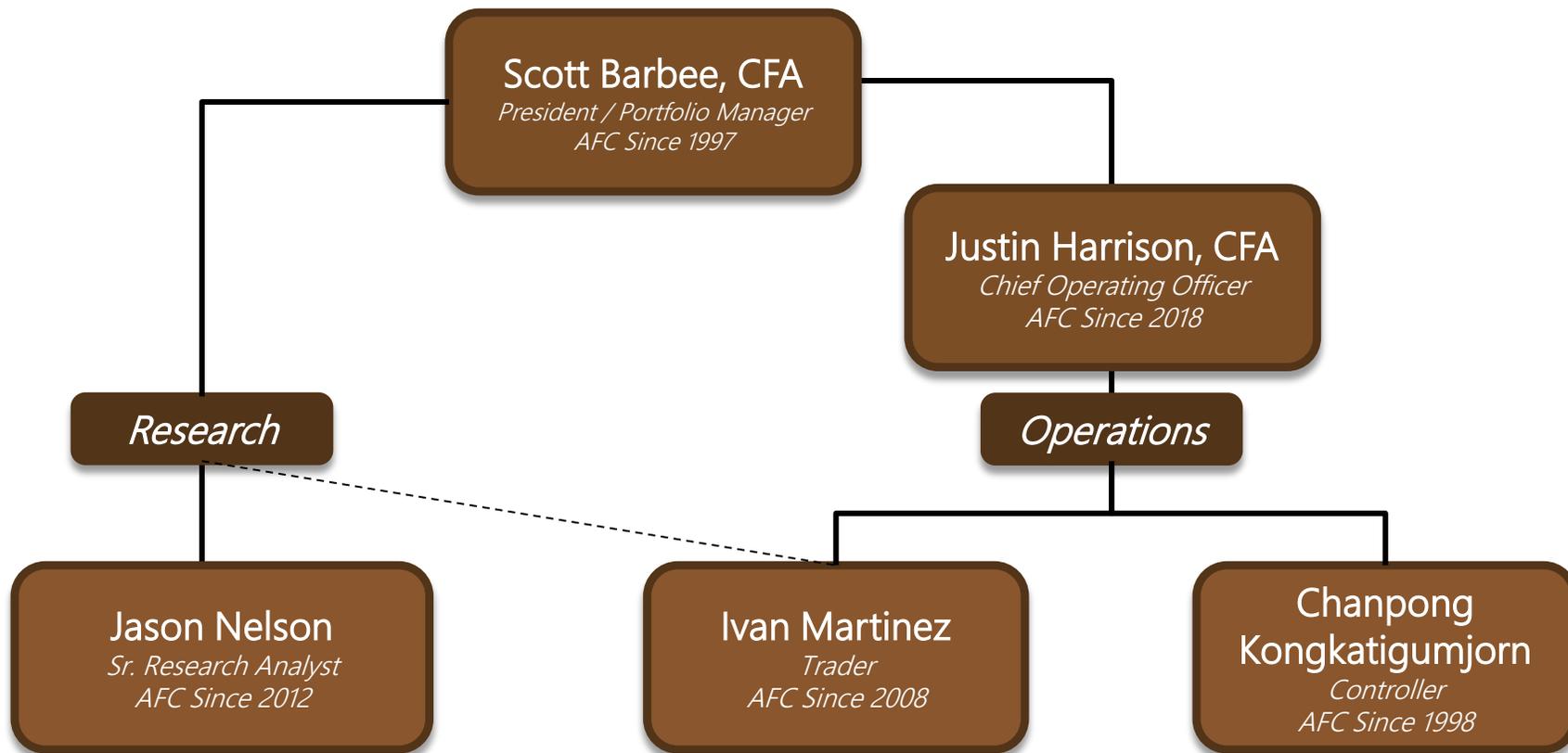
### Experience, Independence and Discipline

- Since its founding in 1998, the Aegis Value Fund has adhered to a small-cap value philosophy, focusing in particular on securities trading in the lowest quintile of the stock market on price to book value.
- Aegis Value Fund Portfolio Manager Scott Barbee has built a continuous 20-year track record of small-cap value investing, successfully navigating the Fund through a meaningful variety of market conditions since its inception.
- Aegis Financial Corporation, the advisor, is internally owned and prioritizes long-term investment growth over short-term externally-driven asset growth.
- The investment team is strongly committed to the deep-value strategy, with \$23 million co-invested in the Fund.

# Aegis Financial Corporation Organizational Chart

## Experienced team with strong infrastructure

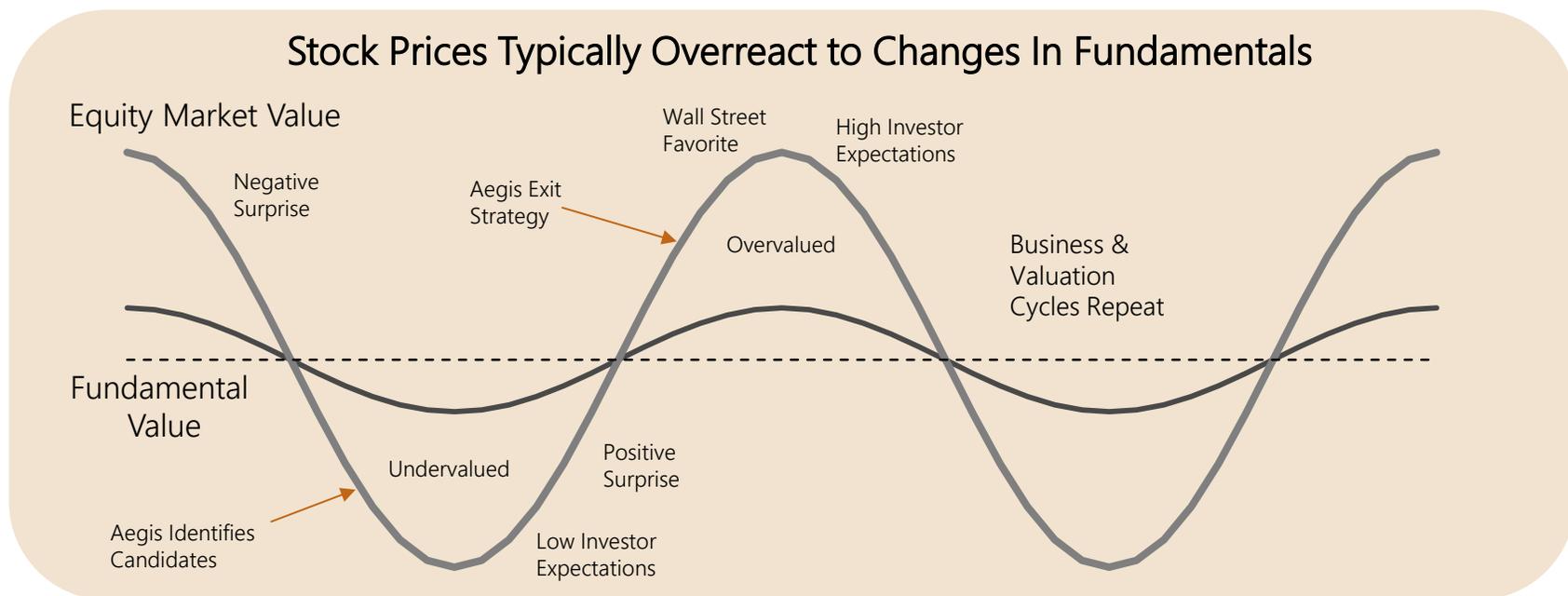
- The Aegis investment staff has an average of 17 years of securities research and trading experience.
- The current Aegis investment team has now been working together for many years.
- The Aegis trading/clearing function is well built out, with a strong trade management focus.
- Experienced back office support allows investment staff to focus on investments.



\* See appendix for bios

# Aegis Investment Philosophy – Taking Advantage of Volatility & Mean Reversion

- Equity markets are inherently emotional, often overreacting to events; recency bias can create exploitable dislocations offering opportunity for contrarian, long-term oriented, fundamentally focused investors.
- Small-cap stocks can experience larger dislocations as lack of analyst attention, less transparency and lower liquidity all magnify impacts from investor behavioral biases.
- Aegis believes excess returns can be generated by:
  - purchasing a well-researched portfolio of fundamentally sound small-cap stocks trading at low valuations during periods of stress or neglect, often when liquidity is low and investor sentiment is poor,
  - holding these investments patiently through periods of short-term price volatility while fundamental conditions normalize, and
  - selling after fundamental trends reverse, as recovery becomes visible and investor sentiment improves, driving valuations higher.

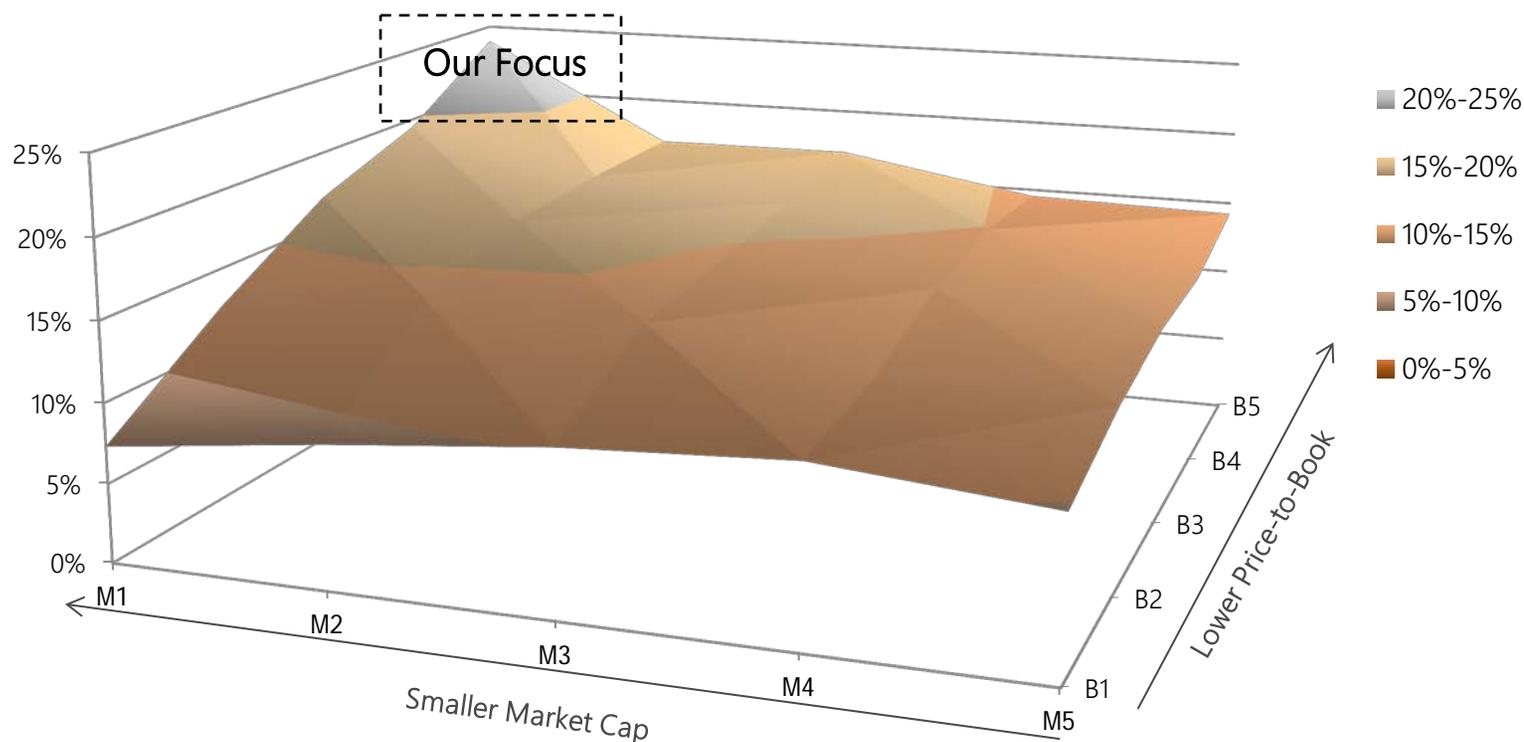


# Why Aegis Focuses on Small-Capitalization, Low Price-to-Book Value Equities

- Multiple studies have demonstrated that over long historic time spans, stocks with low price relative to accounting book value have materially outperformed the broad market.

## Historic Cross Sectional Market Returns By Size & Price-to-Book Annual Average Returns 1932-2017

Data By Professor Kenneth French



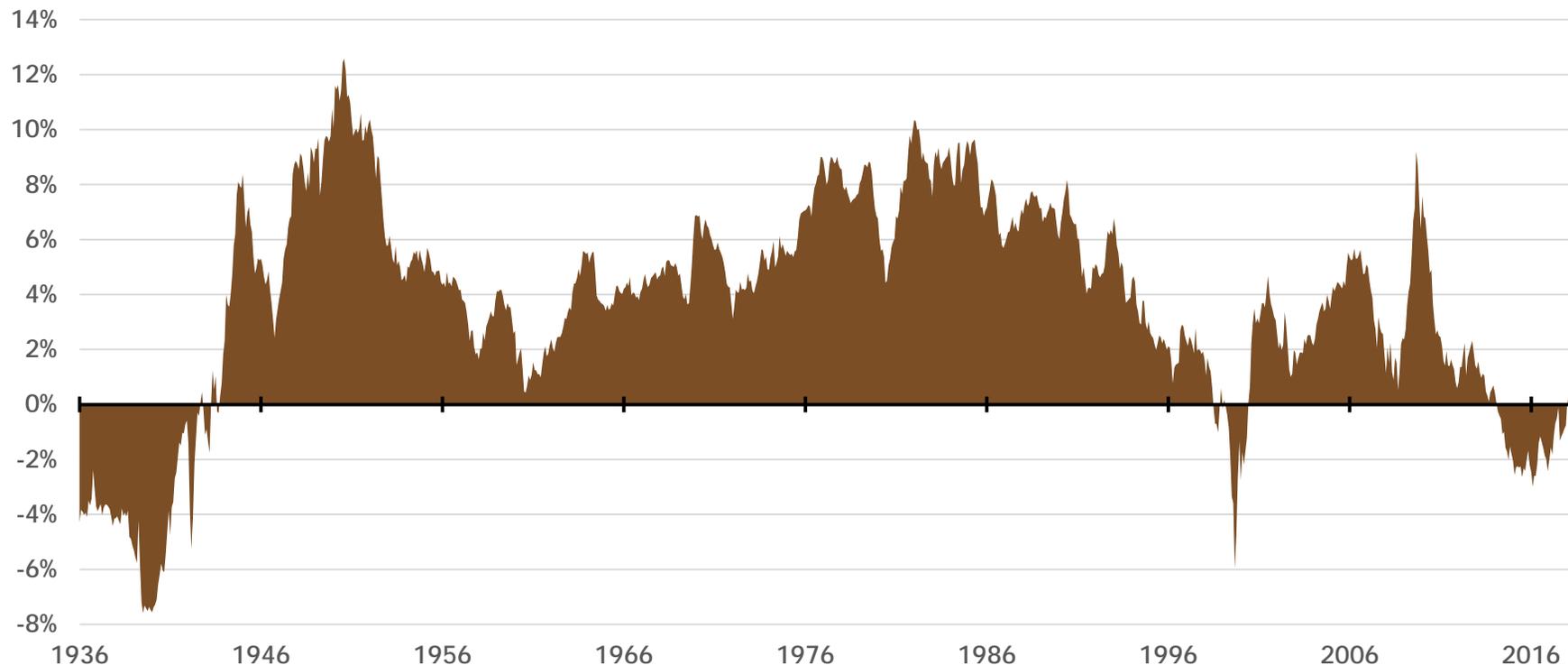
*Past performance does not guarantee future results.*

Return data is compiled by Dartmouth Professor Kenneth French using stock performance and attribution statistics provided by the Chicago Booth School Center for Research In Security Prices (CRISP) for all stocks on the NYSE, AMEX and NASDAQ markets for which data is available. The U.S. Research Returns Data series graphed is the "25 Portfolios Formed on Size and Book to Market (5X5)" series, whereby all stocks are sorted annually at the end of each June into quintiles by market capitalization and also separately into quintiles by price-to-book value. The intersection of these two quintile breakdowns results in the 25 portfolios. Each year's annual performance for each portfolio is determined by calculating the return of an equal investment in all stocks sorted to a particular portfolio during a particular annual period. Returns shown in the graph are the annualized cumulative returns derived from each portfolio in the series. The annual data series, available at ([http://mba.tuck.dartmouth.edu/pages/faculty/ken.french/data\\_library.html](http://mba.tuck.dartmouth.edu/pages/faculty/ken.french/data_library.html)), begins in 1927, but because of incomplete portfolio data prior to 1931, we show this series from 1932 onward.

# Value vs Growth - Historical Look & Potentially Compelling Investment Case

- Value has outperformed growth on a rolling 10-year annualized basis during the vast majority of the past 82 years.
- Growth has had brief stretches of outperformance including during the Great Depression, the Tech Bubble and, of note, recently during the post-Global Financial Crisis period.
- A reversion of value's premium over growth to its historic average of 3.8 percent per annum over the next decade would imply outperformance over growth by a cumulative 64 percent.

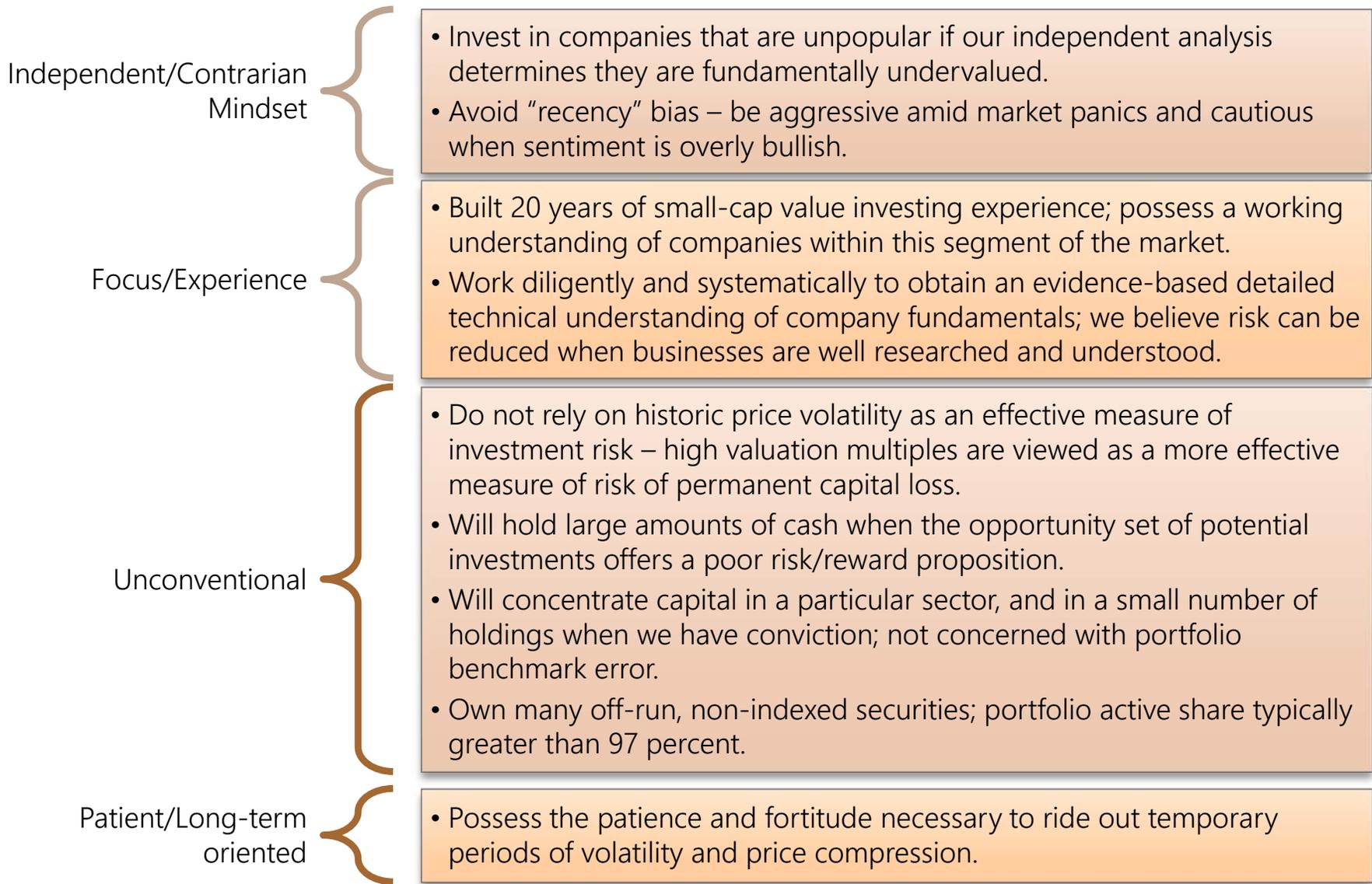
Fama-French Value Factor Rolling 10-Year Annualized  
Relative Performance Thru 8/31/2018



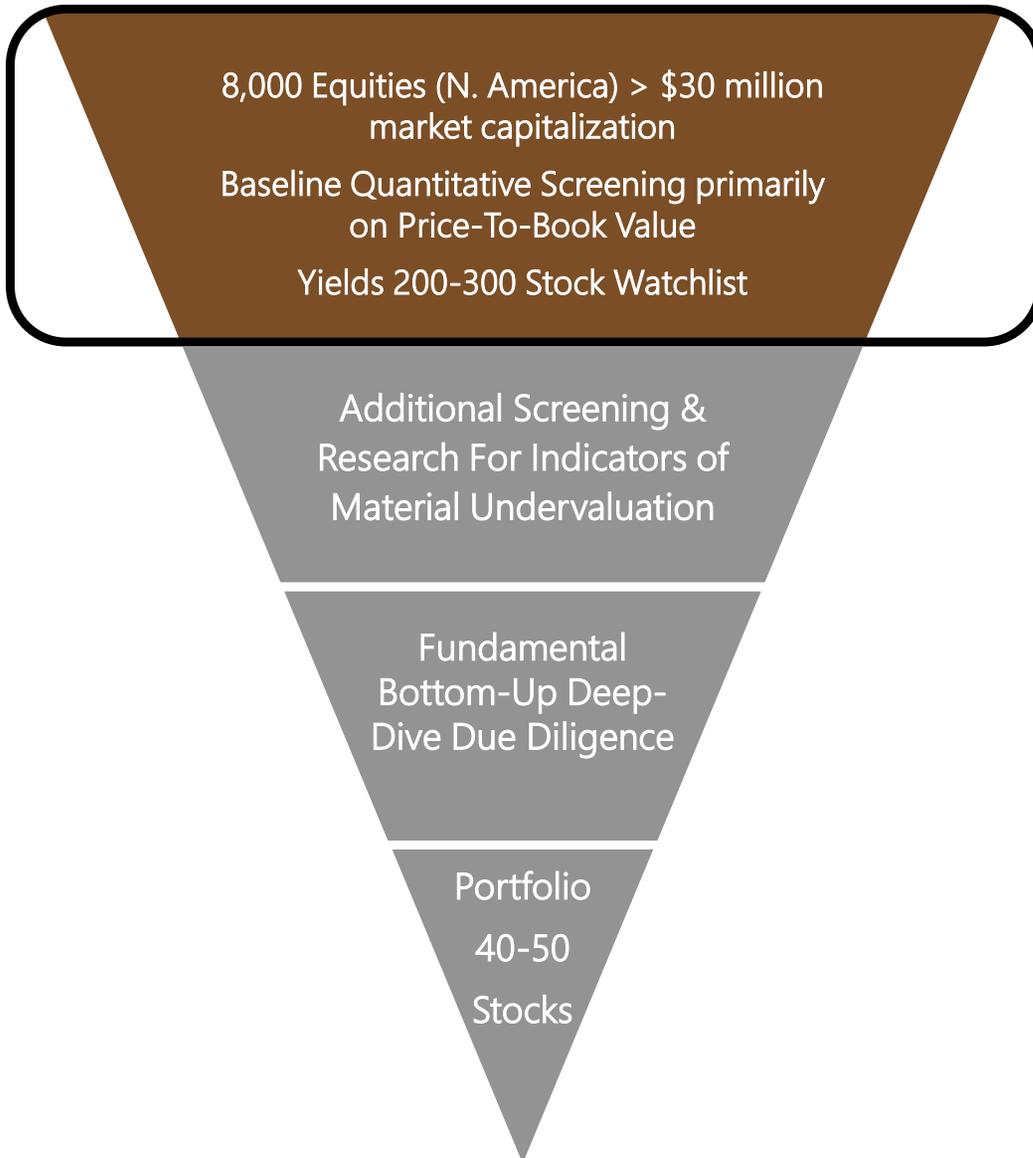
Source: Kenneth French's Data Library, 7/31/1926-8/31/2018

[http://mba.tuck.dartmouth.edu/pages/faculty/ken.french/data\\_library.html#BookEquity](http://mba.tuck.dartmouth.edu/pages/faculty/ken.french/data_library.html#BookEquity) Based on monthly returns of the US Fama/French HML (High Minus Low) Factor. HML is the return on the "high" portfolio minus the return on the "low" portfolio where book-to-market is used as the value metric.

# Aegis Competitive Advantage – Our Sources of “Alpha”

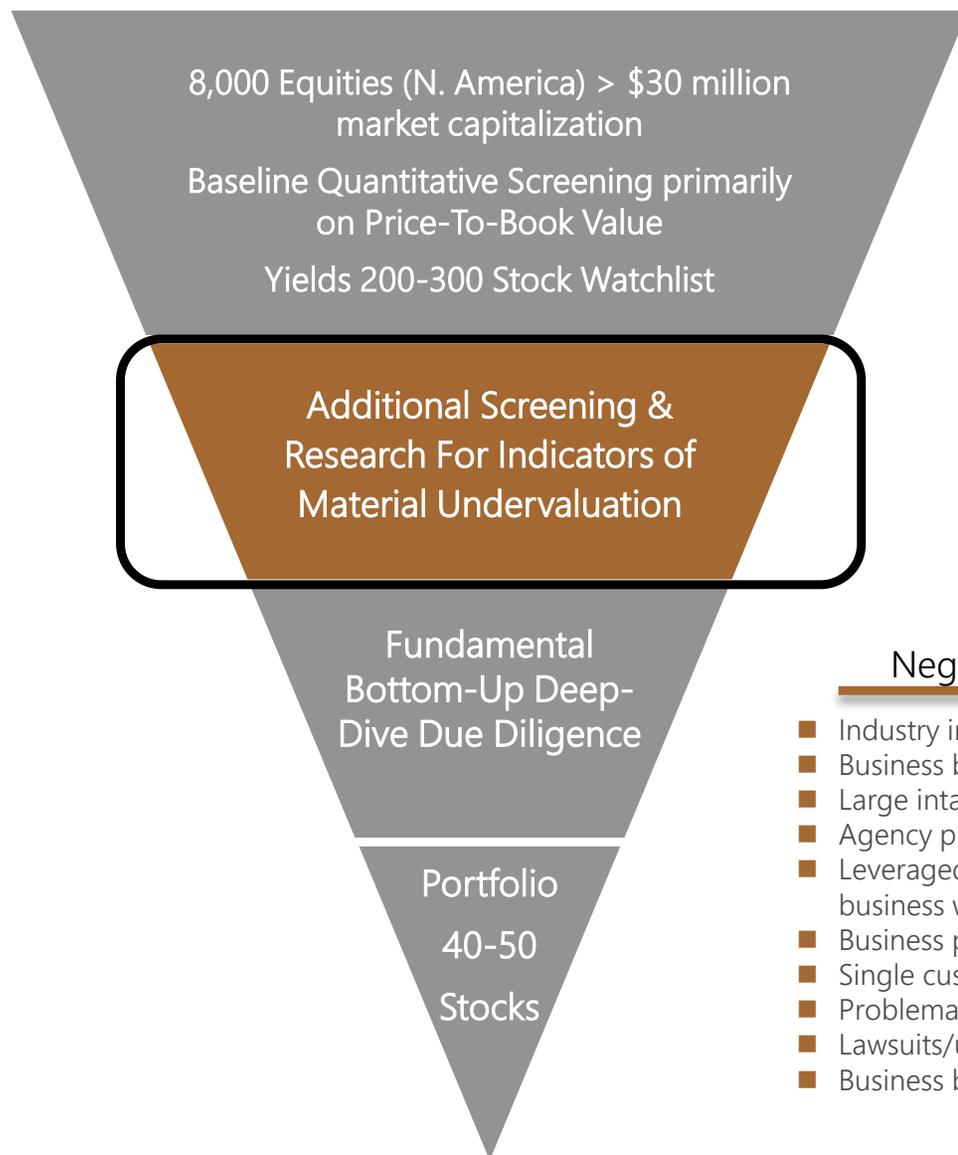


# Aegis Investment Process – Finding the Undervalued Securities



- The Aegis investment process begins with a quantitative overlay to identify potential investment candidates.
- Screens are run on U.S. and Canadian listed stocks.
- Fundamental, value characteristics sought are low price-to-book and low EBITDA/cash flow multiples.
- Screens also illuminate financial leverage. Stocks appearing cheap on certain fundamental valuation measures are evaluated in the context of leverage-driven capital structure risk.

# Methods of Research & Information Sources



- Review:
  - Company financials
  - Corporate presentations
  - Regulatory filings
  - Historic conference call transcripts
  - Industry publications/periodicals
  - Sell-side research
- Attend investor/industry conferences.
- Converse with other buy-side investors.
- Conduct company visits/conference calls.

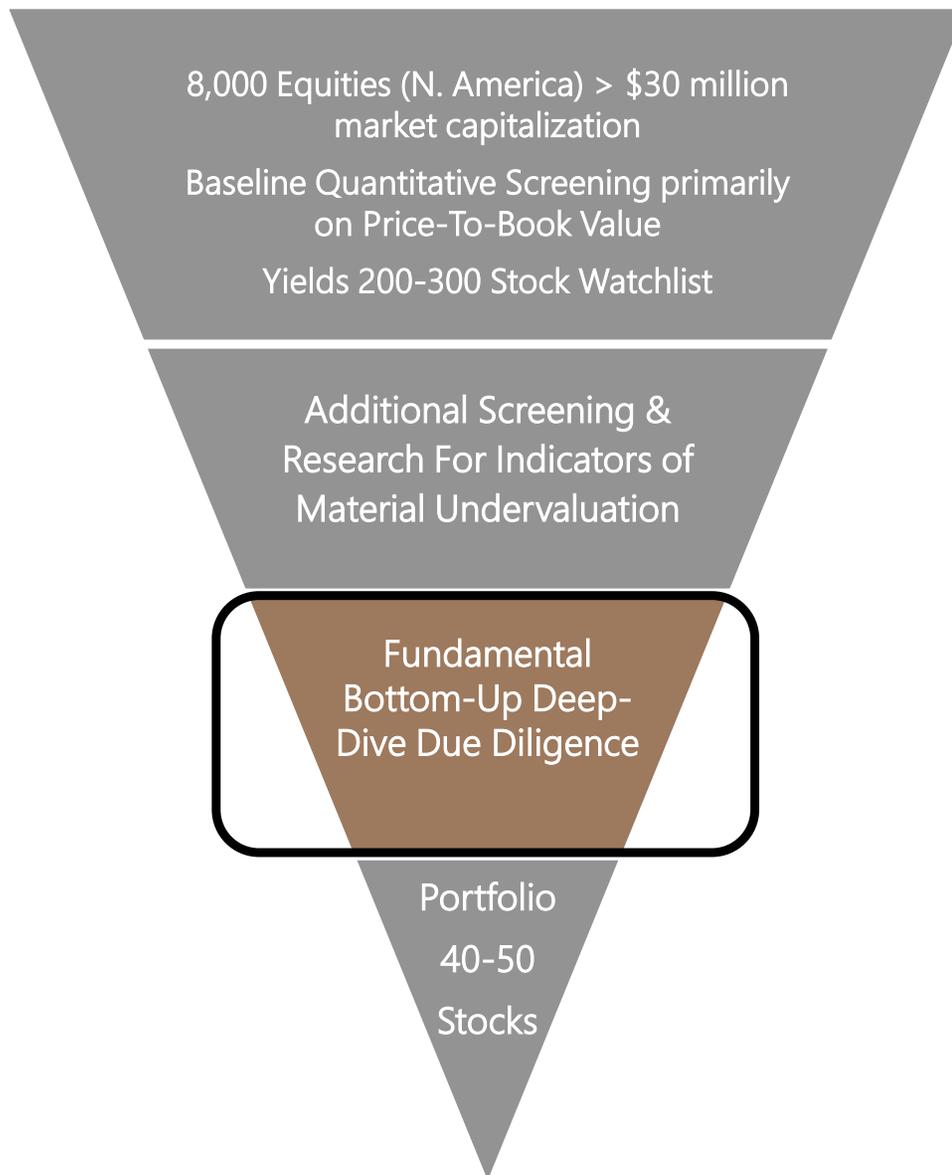
## Negative Indicators

- Industry in secular decline
- Business bleeding cash
- Large intangibles/goodwill accounts
- Agency problems – overcompensation
- Leveraged/financially stressed business with poor debt structure
- Business protected by regulation
- Single customer/product issues
- Problematic union relationships
- Lawsuits/unquantifiable liabilities
- Business built by serial acquisition

## Positive Indicators

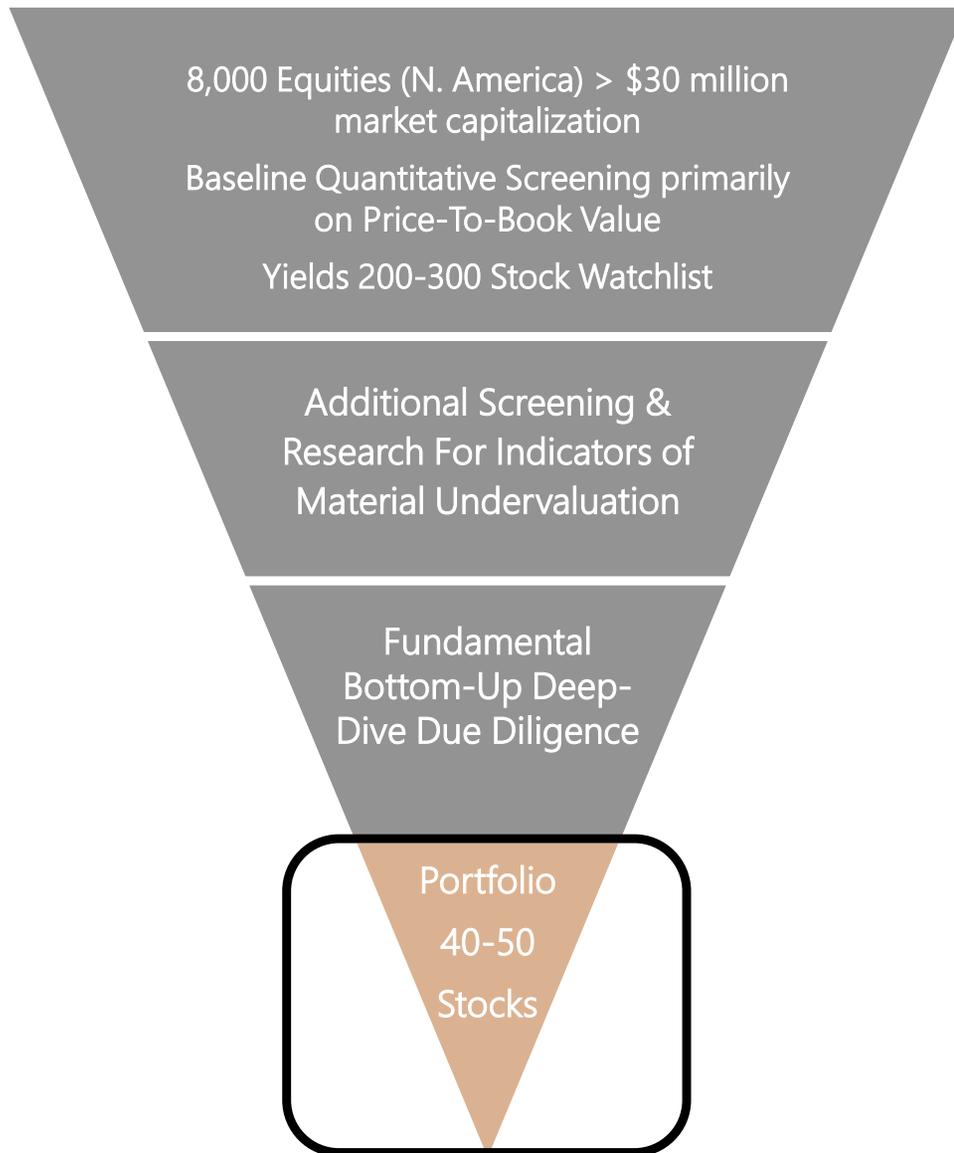
- Business at a cyclical low, impacted by transitory issues
- Strong normalized cash flow
- Substantial tangible assets
- Insider buying
- Low/well-termed debt
- Management change at underperforming businesses
- Restructuring activities
- Share repurchases
- Evidence of Technical selling – Index discards/tax loss selling

# Developing the Investment Case



- Evaluate cyclical/secular trends, competitive industry dynamics, sources of financial stress or competitive advantage.
- Recast balance sheet with book-to-market asset and liability adjustments.
- Recast income statement to remove one-time impacts and determine normalized cash flow.
- Evaluate discreet tangible factors likely to impact cash flows within the next 2-3 years and estimate future normalized cash flow.
- Assess management ethics, competency and capital investment discipline.
- Estimate company's intrinsic value through evaluation of both asset-based and cash flow-based factors.
- Invest when sufficiently discounted purchase of future normalized cash flows or assets is possible.

# Portfolio Construction, Monitoring & Management

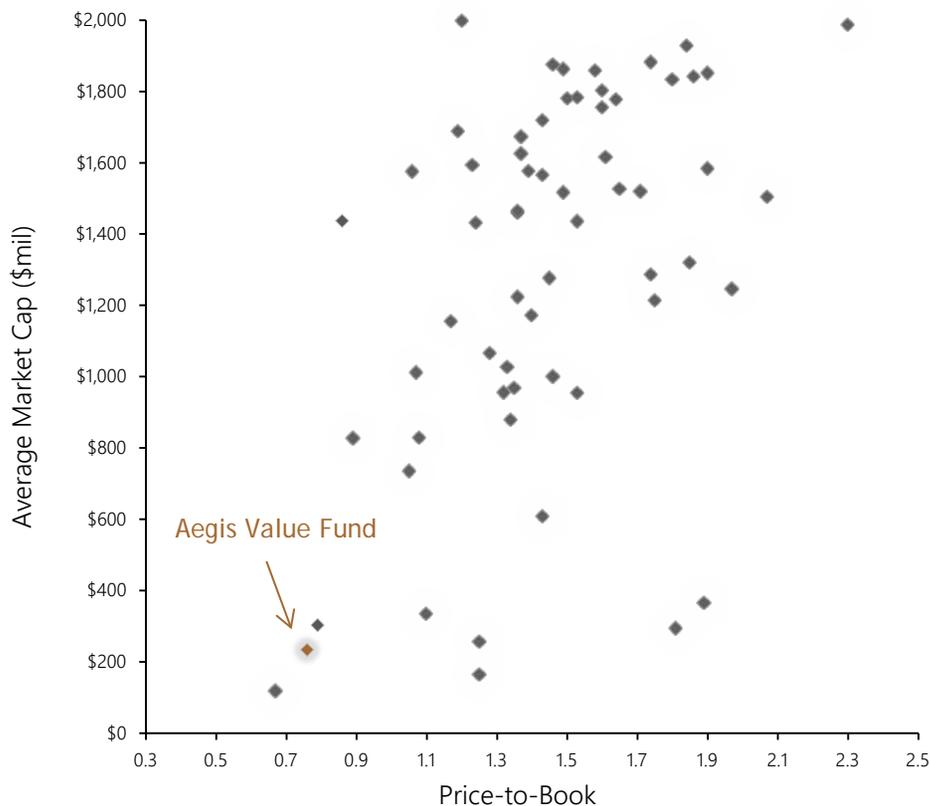


- Top 10 holdings represent 40-50 percent of assets/top 20 represent approximately 65 percent of assets.
- Concentrate on best ideas/most undervalued industries while remaining cognizant of correlated macro risks within the portfolio.
- No new investment into any individual holding after 5 percent.
- No new investment into any industry group after 25 percent.
- Continue to assess macro theme impact on portfolio industry exposures.
- Evaluate quarterly results, new material events and developing trends.
- Revisit management and conduct call updates when warranted.
- Monitor for deterioration in fundamental assumptions underlying investment thesis.
- Reevaluate “winners” trading materially above book value or at high multiples of normalized earnings.
- Engage in fact-based debate and questioning throughout investment process.

# Aegis is a Highly Differentiated Fund in the Small Value Space

- Aegis portfolio valuation metrics show material differentiation versus both competitors and the broad market.
- Aegis offers the opportunity to obtain market exposure at a much lower price-to-book valuation multiple than the S&P 500 Index. We believe this helps mitigate risk of permanent capital loss.

Average Market Cap and Price-to-Book Ratios of Domestic Small Cap Value Funds\*



\*Morningstar Fund Screen for the domestic, small cap value fund category as of 12/31/2018. Excludes funds with greater than \$2 Billion average market cap. Only one share class used per fund.  
Source: Morningstar

Aegis Value Fund and S&P 500 Index Historical Price-to-Book Ratio



Source: Aegis Financial Corp. and Bloomberg



# Aegis Value Fund Track Record – Strong Outperformance Since Inception

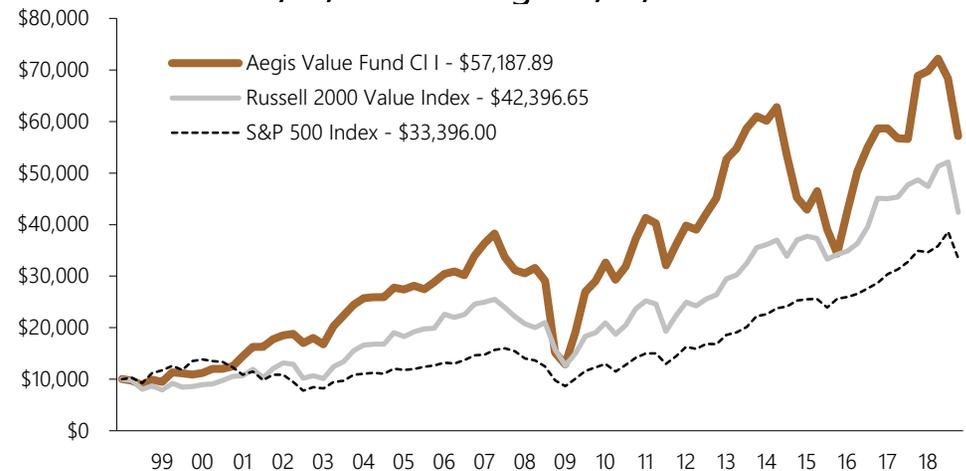
- Over 20 years since inception, the Aegis Value Fund has outperformed the S&P 500 Index and the Russell 2000 Value Index by 280 and 157 basis points per annum, respectively.
- The Fund experienced two periods of significant decline – During the financial crisis in 2008-2009 and during the energy and commodities recession in 2014-2015. In both cases, we believe declines were primarily driven by illiquidity, margin calls, liquidations and other forced selling as opposed to long-term fundamental deterioration. The Fund experienced strong performance rebounds in 2009 and 2016 as liquidity returned to the small-cap, deep-value markets and valuations recovered.

## Historic Aegis Performance Vs. Market Benchmarks

Average Annual Total Returns as of 12/31/2018	AVALX (Class I)	Russell 2000 Value Index*	S&P 500 Index
Calendar Year-to-Date	-16.98%	-12.86%	-4.38%
One Year	-16.98%	-12.86%	-4.38%
Three Year	18.49%	7.37%	9.26%
Five Year	-1.29%	3.61%	8.49%
Ten Year	14.20%	10.40%	13.12%
Since Inception (5/15/98)	8.82%	7.25%	6.02%

\* The benchmark for the Aegis Value Fund

## Results of a \$10,000 Investment 05/15/1998 through 12/31/2018



*Performance data quoted represents past performance and does not guarantee future results. Current performance may be lower or higher than the performance data quoted. The investment return and principal value will fluctuate so that upon redemption, an investor's shares may be worth more or less than their original cost. For performance data current to the most recent month end, please call us at 800-528-3780.*

*The Fund Class I has an annualized gross expense ratio of 1.49% and net expense ratio of 1.50% after fee waiver, and/or expense reimbursement and management fee recoupment. The Advisor has contractually agreed to limit certain fees and/or reimburse certain of the Fund's expenses through April 30, 2019. The net expense is applicable to investors.*

*This graph to the right illustrates the performance of a hypothetical \$10,000 investment made in the Fund Class I shares on 05/15/1998 and compares investment in the Fund Class I shares with a similar investment in the Russell 2000 Value and S&P 500 Indices. Returns reflect the reinvestment of income, dividends, and capital gains, if any, as well as fees and expenses. This chart does not imply any future performance.*



# Key Takeaways

- Differentiated: The Fund is one of just a few “true” small-cap value mutual fund offerings with a disciplined focus on exploiting opportunities in the low price-to-book segment of the equity market.
- Experienced Management: The Fund has been continuously managed by Scott Barbee since inception in 1998.
- Results: The Fund has outperformed the broad market S&P 500 Index and the Russell 2000 Value Index by 280 and 157 basis points per annum, respectively, for over 20 years.
- Commitment: Employees maintain approximately \$23 million of co-investment in the Fund.
- Active Management: The Fund will make concentrated allocations to individual investments when it has conviction. Active share of greater than 97 percent.
- Proper Risk Focus: Focus on mitigating risk of permanent capital loss through strong fundamental due-diligence. High valuation multiples are used as a primary risk proxy rather than historic price volatility.

*Performance data quoted represents past performance; past performance does not guarantee future results. The investment return and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance of the fund may be lower or higher than the performance quoted.*

# Appendix

# Aegis Investment Team Professional Bios

**Scott L. Barbee, CFA**  
*Portfolio Manager*

Mr. Barbee has been Portfolio Manager of the Aegis Value Fund since its inception in 1998 and is the controlling shareholder of Aegis Financial Corporation. Prior to Aegis, Mr. Barbee worked as an analyst covering oilfield services at Simmons & Company, and later as a generalist with deep value advisor Donald Smith & Company. Mr. Barbee received his M.B.A. from the Wharton School at the University of Pennsylvania and holds a B.S. degree in Mechanical Engineering and a B.A. degree in Economics from Rice University.

**Jason Nelson**  
*Senior Analyst*

Mr. Nelson has been a buy-side securities analyst since 2005 and joined Aegis Financial in 2012. Prior to Aegis, Mr. Nelson worked as an equity and high yield analyst at deep value advisor Roumell Asset Management. Prior to his tenure at Roumell, he was an Associate at Wachovia Securities. Mr. Nelson holds a Masters in Accounting from the College of William & Mary, where he graduated with honors as class valedictorian. Mr. Nelson holds a B.A. degree in History from Hampden-Sydney College.

**Justin Harrison, CFA**  
*COO / CCO*

Mr. Harrison joined Aegis Financial in 2018 as the Chief Operating Officer, and serves as the Chief Compliance Officer of Aegis Financial and the Aegis Value Fund. Mr. Harrison joined with a decade of experience in asset management. The majority of his investing tenure was as a Partner & Senior Analyst with Ramsey Asset Management. Additionally, he spent over ten years in the technology industry, where he held senior operational roles including Vice President & Interim Chief Financial Officer. Mr. Harrison received his B.S. in Mechanical & Aerospace Engineering from Cornell University and is a CFA Charterholder.

**Ivan Martinez**  
*Trader*

Mr. Martinez joined Aegis Financial as Trader in 2013. He has worked in securities trading since 2000, beginning his career with UBS. Mr. Martinez spent five years as Vice President at FBR Capital Markets trading equities and later became Head Trader at BGB Securities, where he was responsible for all debt and equity trading. Mr. Martinez holds a B.A. degree from James Madison University.

**Chanpong "Pong"  
Kongkatigumjorn**  
*Controller*

Mr. Kongkatigumjorn started his career at Aegis Financial in 1998. As Controller, he oversees the firm's administrative operational activities and back-office functions including trade settlement and account servicing. He received his M.B.A. from The George Washington University and a B.B.A. from Assumption University in Thailand.

# Aegis Value Fund – Class Information Terms & Minimums

	Class	
	Institutional* (AVALX)	Retail (AVFAX)
<i>Minimum Investment:</i>		
Standard Accounts	\$1,000,000	\$2,000
IRAs & Automatic Investment Plans	\$1,000,000	\$1,000
Subsequent Minimum Investment	\$250	\$250
Net Expense Ratio	1.50%	1.75%

*\*Investment minimums for the Institutional AVALX share have been waived or reduced over a wide variety of distribution channels. Please check with the Fund or the brokerage intermediary to determine what investment minimums may apply.*

*The Aegis Value Fund Class I and Class A have an annualized gross expense ratio of 1.53% and 1.70%, respectively per the Fund's most recent Prospectus. The Aegis Value Fund Class I and Class A's net annualized expense ratio, after fee waivers and/or expense reimbursement and management fee recoupment, is 1.50%, and 1.75%, respectively. Under the waiver, the Advisor has contractually agreed to limit certain fees and/or reimburse certain of the Fund's expenses through April 30, 2019. The net expense is applicable to investors.*

# Aegis Value Fund – How To Invest

- Direct investment in the Aegis Value Fund: contact Aegis Funds c/o U.S. Bancorp Fund Services, LLC at 800-528-3780.
- Investment via a financial advisor or broker-dealer – partial sample of financial institutions through which Aegis Value Fund shares can be purchased:
  - Charles Schwab
  - Fidelity Investments
  - TD Ameritrade
  - LPL Financial
  - Pershing
  - Well Fargo
  - Raymond James
  - UBS
  - BB&T Securities
  - Stifel Financial

# Definitions

**Alpha** – a measure of financial performance that gauges the performance of an investment against a market index or benchmark which is considered to represent the market's movement as a whole.

**Book Value** - a company's common stock equity as it appears on a balance sheet.

**Cash Flow** - the net amount of cash and cash-equivalents being transferred into and out of a business. At the most fundamental level, a company's ability to create value for shareholders is determined by its ability to generate positive cash flows, or more specifically, maximize long-term free cash flow.

**EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization)** – an indicator of a company's financial performance and is used as a proxy for the earning potential of a business; EBITDA strips out the costs of debt capital and its tax effects by adding back interest and taxes to earnings.

**Price-To-Book** - a ratio used to compare a stock's market value to its book value. It is calculated by dividing the current closing price of the stock by the latest quarter's book value per share.

**Russell 2000 Value Index** – an index of 2,000 stocks that measures the performance of small-cap value segment of the U.S. equity universe. It includes those Russell 2000 Index companies with lower price-to-book ratios and lower forecasted growth values.

**S&P 500 Index** - an index of 500 stocks chosen for market size, liquidity and industry grouping, among other factors. The S&P 500 is designed to be a leading indicator of U.S. equities and is meant to reflect the risk/return characteristics of the large cap universe.

**Small-Cap Stock** - term used to classify companies with a relatively small market capitalization. A company's market capitalization is the market value of its outstanding shares. The definition of small cap can vary among brokerages, but it is generally a company with a market capitalization of between \$300 million and \$2 billion.

**Value Investing** - an investment strategy where stocks are selected that trade for less than their estimated intrinsic values. Value investors actively seek stocks they believe the market has undervalued.

# Important Disclosures

*Information contained herein has been obtained from sources believed to be reliable, but cannot be guaranteed. The views of the Advisor are subject to change without notice, and are not a guarantee of future results or a forecast of future events.*

*Any recommendation made in this report may not be suitable for all investors. This presentation does not constitute a solicitation or offer to purchase or sell any securities. Its use in connection with any offering of fund shares is authorized only in the case of a concurrent or prior delivery of a prospectus.*

*The Aegis Value Fund is offered by prospectus only. Investors should consider the investment objectives, risks, charges and expenses of the fund. The Statutory and Summary Prospectuses contain this and other important information about the fund and should be read carefully before investing. To obtain a copy of the fund's prospectus please call 1-800-528-3780 or visit our website [www.aegisfunds.com](http://www.aegisfunds.com), where an on-line prospectus is available.*

*Mutual fund investing involves risk. Principal loss is possible. Investments in foreign securities involve greater volatility and political, economic and currency risks and differences in accounting methods. Investments in smaller and mid-capitalization companies involve additional risks such as limited liquidity and greater volatility. Investment concentration in a particular sector or security involves risk of greater volatility and principal loss. Value stocks may fall out of favor with investors and underperform growth stocks during given periods.*

*Shareholder Services contact number: (800) 528-3780*