

# AEGIS Value Fund (AVALX)

December 31, 2020  
Managed By Aegis Financial Corporation



## Introduction To Aegis

Aegis Financial Corporation is a deep-value focused investment firm that strives to deliver long-term capital appreciation by investing in a concentrated, well-researched portfolio of out-of-favor, small-cap stocks trading at a significant discount to intrinsic value.

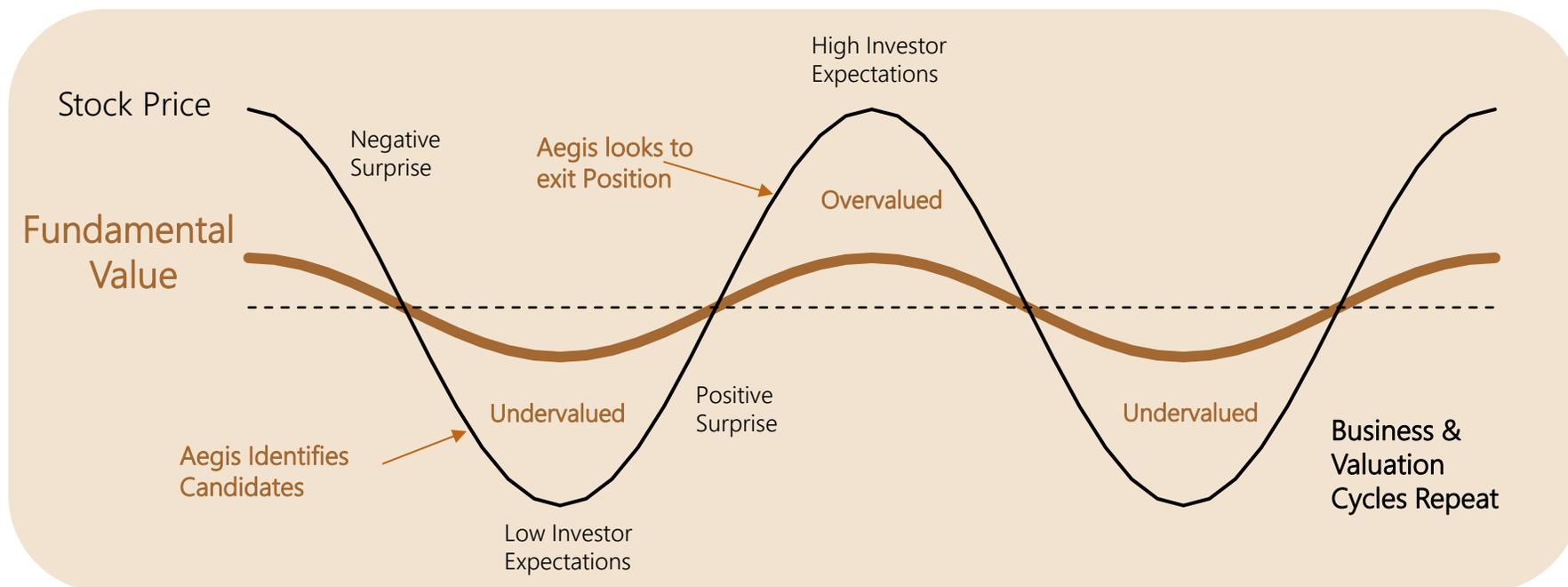
**Aegis Value Fund**  
**Assets: \$123 million**  
Class I – AVALX  
Inception: May 1998

**Separate Account**  
**Assets: \$18 million**

### Experience, Independence and Discipline

- Since its founding in 1998, the Aegis Value Fund has adhered to a small-cap value philosophy, focusing on securities trading in the lowest quintile of the stock market, based on price-to-book value.
- Portfolio Manager Scott Barbee has built a continuous 22-year track record of small-cap value investing, successfully navigating the Fund through a meaningful variety of market conditions.
- Aegis Financial Corporation (advisor to the Fund) is internally owned and prioritizes investment outperformance over simply growing assets under management.
- The investment team is strongly committed to the strategy, with \$32 million co-invested in the Fund.

## Stock Prices Typically Overreact to Changes In Fundamentals



- Equity markets are inherently emotional and can overreact to events. Recency bias can create dislocation opportunities for contrarian, long-term investors to exploit.
- Dislocations are often *magnified in small-cap stocks*
  - lack of analyst attention
  - less transparency
  - lower liquidity

*Aegis believes excess returns can be generated with small-cap stocks by:*

- Purchasing a well-researched portfolio of fundamentally-sound companies during periods of stress or neglect,
  - Liquidity often low
  - Sentiment is poor
  
- Holding these investments while fundamental conditions normalize
  - Patiently waiting out short-term price volatility
  - 3-4 year typical holding period
  
- Selling after fundamental trends recover
  - Business improvements become apparent to other investors
  - Liquidity and investor sentiment improve

# Aegis Value Fund Track Record – Strong Outperformance Since Inception

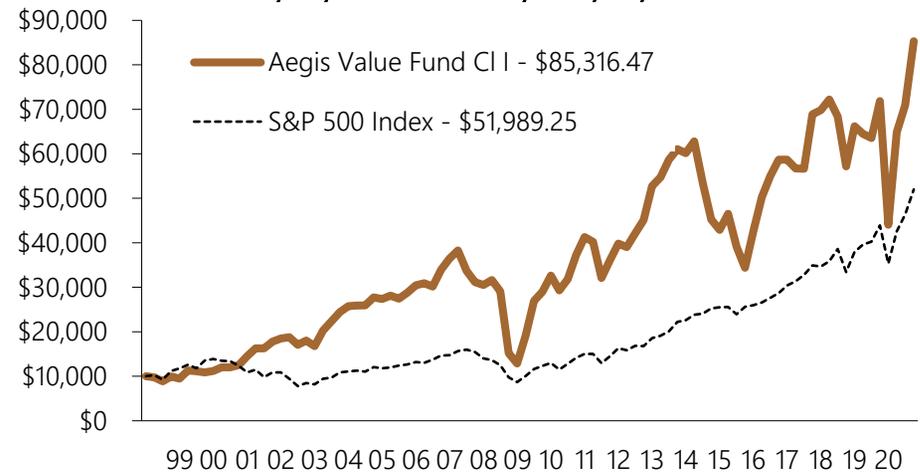
- Over 22 years since inception, the Aegis Value Fund has outperformed the S&P 500 Index by 238 basis points per annum.
- The Fund experienced two periods of significant decline prior to 2020 – the financial crisis in 2008-2009 and the energy and commodities recession in 2014-2015. In both cases, we 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 12/31/2020	AVALX (Class I)	S&P SmallCap 600 Pure Value Index*	S&P 500 Index
Calendar Year-to-Date	18.72%	-4.20%	18.40%
One Year	18.72%	-4.20%	18.40%
Three Year	7.39%	-1.63%	14.18%
Five Year	19.93%	5.28%	15.22%
Ten Year	8.63%	6.72%	13.88%
Since Inception (5/15/1998)	9.94%	N/A	7.56%

\* The benchmark for the Aegis Value Fund

## Results of a \$10,000 Investment 05/15/1998 through 12/31/2020



The S&P SmallCap 600 Pure Value Index performance prior to December 16, 2005 cannot be shown since it relies on back-tested data. 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 1.65% 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, 2021. The net expense is applicable to investors.

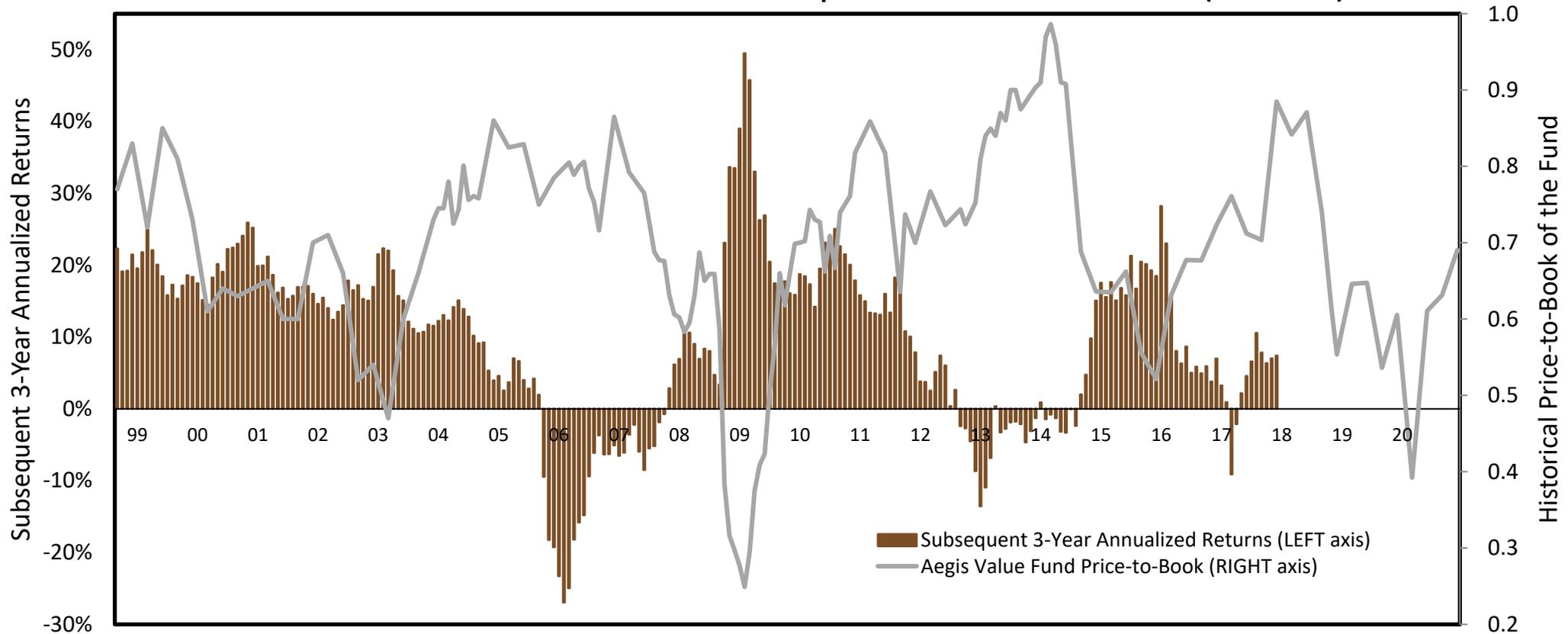
This graph to the right illustrates the performance of a hypothetical \$10,000 investment made in the Fund Class I shares on 05/15/1998 and compares investment in the Fund Class I shares with a similar investment in the S&P 500 Index. Returns reflect the reinvestment of income, dividends, and capital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



# Price-to-Book of the Fund has historically correlated with forward returns

- Over the two decades of managing the strategy, we have found that the lower the price-to-book of the Fund, the better the forward investment returns have been. This correlation only furthers our conviction in the effectiveness of seeking out stocks trading at low multiples of book value.

**Historical Price-to-Book of the Fund & The Subsequent 3-Year Annualized Returns (net of fees)**



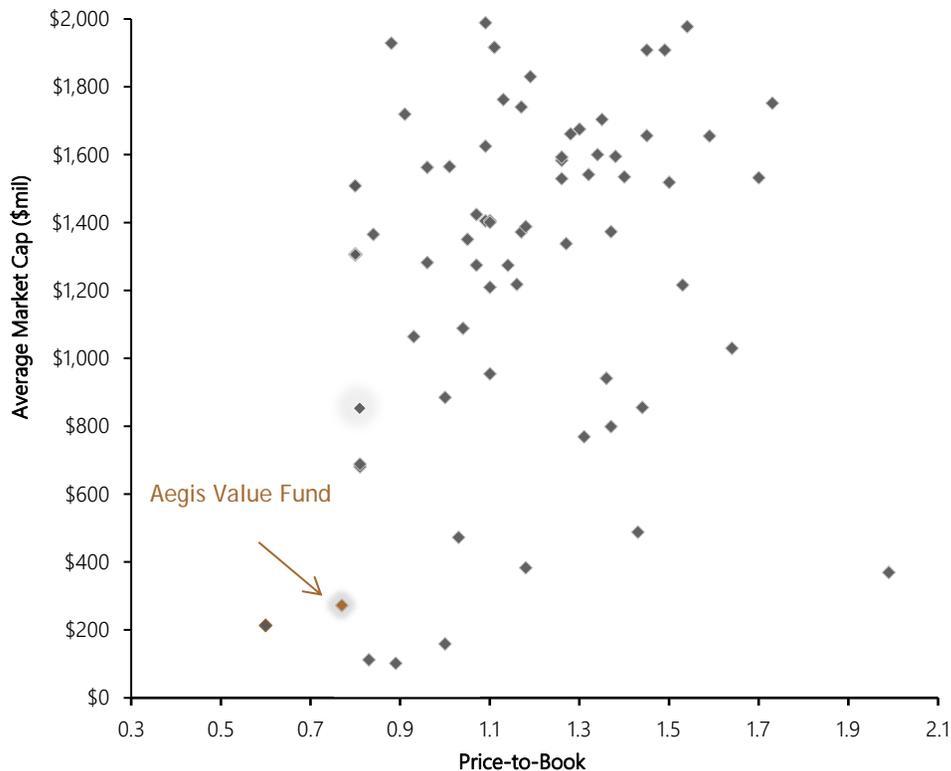
Performance data quoted represents past performance and does not guarantee future results.

For each period in time, the chart shows the then-current average Price-to-Book of the Fund (Line Graph) and the subsequent returns of the Fund over the succeeding three-year period (annualized, net of fees). As the bar chart presents data for a succeeding 3-year period, the data necessarily end three years in the past, while the Price-to-Book line graph continues through most recent data.

# 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 12/31/2020. 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



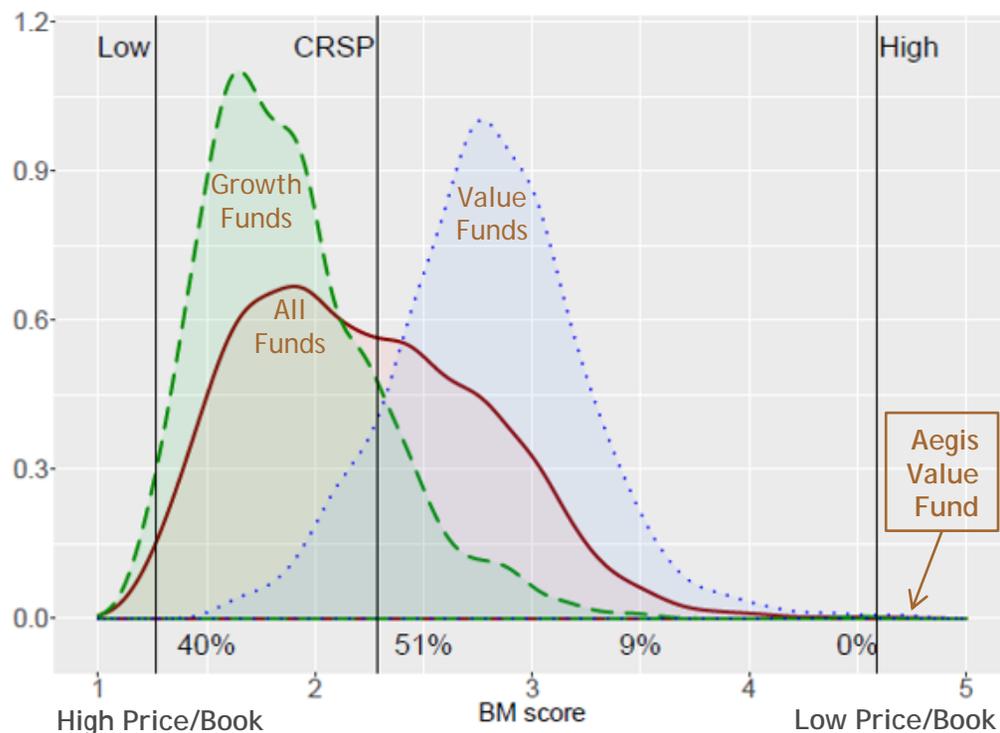
Source: Aegis Financial Corp. and Bloomberg



# 2018 NBER Research: Virtually No True Low Price-to-Book Mutual Funds

- Independent, academic study<sup>1</sup> of more than 2,600 funds over a 36 year period found a noticeable lack of mutual funds that provided significant exposure to low price-to-book securities
- Study concluded average value fund was closer to growth/value blend – and actually skewed closer to growth
- *“To put this differently, an investor can easily find “growth” mutual funds that are [highest quintile based on price/book], but it is **virtually impossible** to use mutual funds to mimic the “value” portfolio [lowest quintile based on price/book].”<sup>2</sup> (emphasis added)*

**Figure 1: Distribution of Book-to-Market Ratios of Mutual Funds**



Source: Lettau, Lundvigson, & Manoel, Page 3.

- Study of 2,638 mutual funds (574 Value, 1,130 Growth, 934 Other) from 1Q1980 to 2Q2016.
- Each fund’s average BM Score over the study period was determined by the authors using CRSP/Thomson-Reuters mutual fund data.
- BM Score is calculated from the book-to-market ratio of a fund’s portfolio and is based on the 1992 work of French & Fama, “The Cross Section of Expected Stock Returns”<sup>3</sup>
- For each quarter-end of the study period, all stocks were segmented into quintiles based on price/book, with each portfolio holding being given a value 1-5 based on the quintile into which it fell. The average of all portfolio holding was the BM score for the mutual fund.
- Book-to-market is the inverse of price-to-book. The **higher the BM score**, the **lower the price/book** average of the mutual fund analyzed.

1. National Bureau of Economic Research, Working Paper 25381, “Characteristics of Mutual Fund Portfolios: Where are the Value Funds?” Lettau, Ludvigson, & Manoel. December 2018. (<https://www.nber.org/papers/w25381>)
2. Lettau et al, page 3. Authors referring to the “L” and “H” portfolio, respectively, as described by Fama-French, 1992.
3. Fama, Eugene and Kenneth R. French, 1992, The Cross-Section of Expected Stock Returns, The Journal of Finance 47 427–465.

# Aegis Competitive Advantage – Our Sources of “Alpha”

## ■ Independent / Contrarian Mindset

- Invest in companies that are fundamentally undervalued and often unpopular
- Work to avoid recency bias in our behavior – *seek to be aggressive amid market panics and cautious when sentiment is overly bullish*

## ■ Focus / Experience

- Investment team has an average of 17 years of small-cap value investing experience
- Well versed in a large number of companies within this segment
- Aim to reduce risk by diligently and systematically working to obtain an evidence-based, detailed understanding of company fundamentals

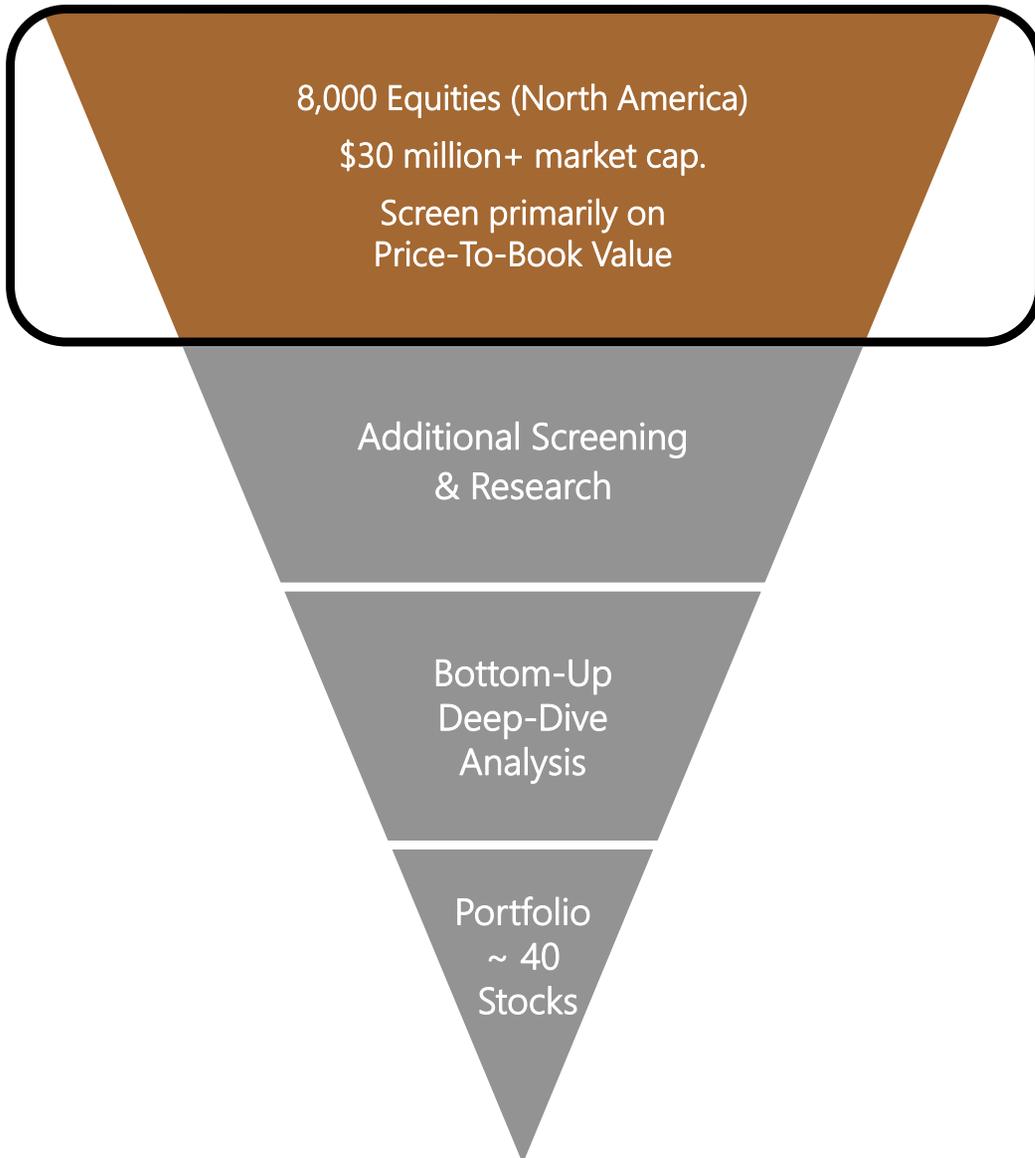
## ■ Unconventional

- Do not rely on historic price volatility as an effective measure of investment risk – consider permanent capital loss the true measure of risk
- Will concentrate capital in a particular sector and in a small number of holdings
- Do not manage invested capital to avoid short-run index tracking error

## ■ Patient / Long-Term Oriented

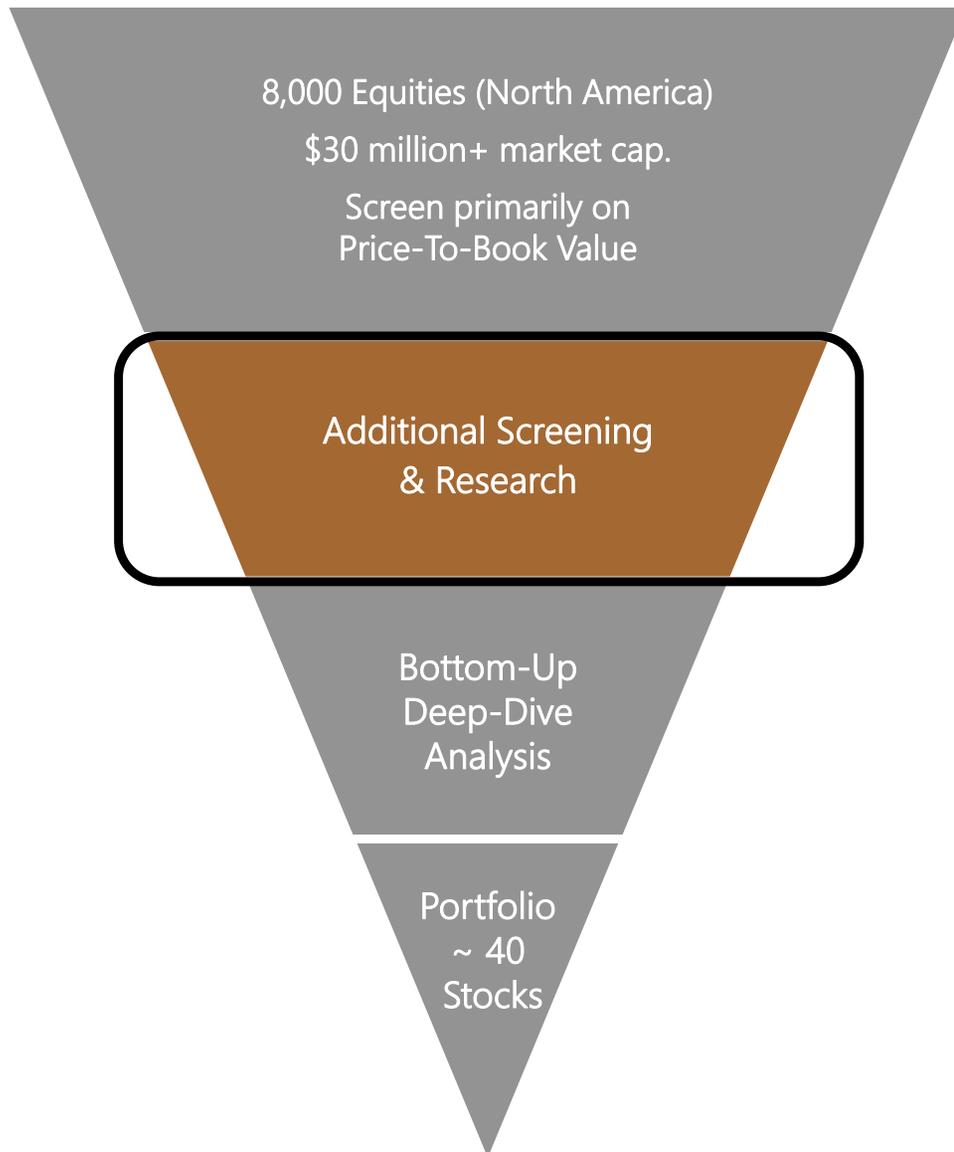
- Twenty years in the business has taught us the patience and fortitude necessary to ride out temporary periods of volatility and price compression

# Aegis Investment Process – Finding the Undervalued Securities



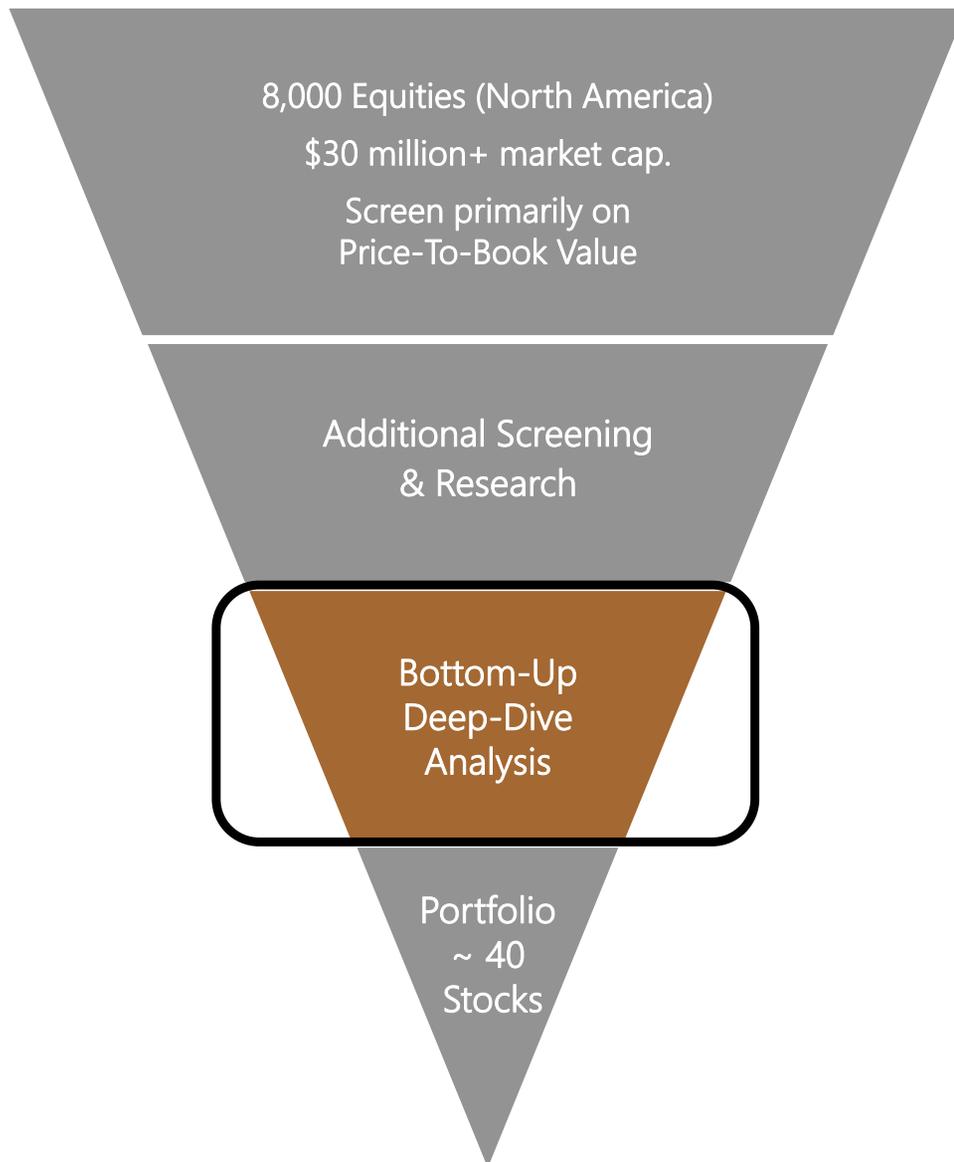
- Begin with a quantitative overlay to identify potential investment candidates
- Screen U.S. and Canadian listed stocks
- Target low price-to-book and low multiples of EBITDA & free cash flow
- Ensure debt is manageable & evaluate stocks in the context of capital structure leverage

# Methods of Research & Information Sources



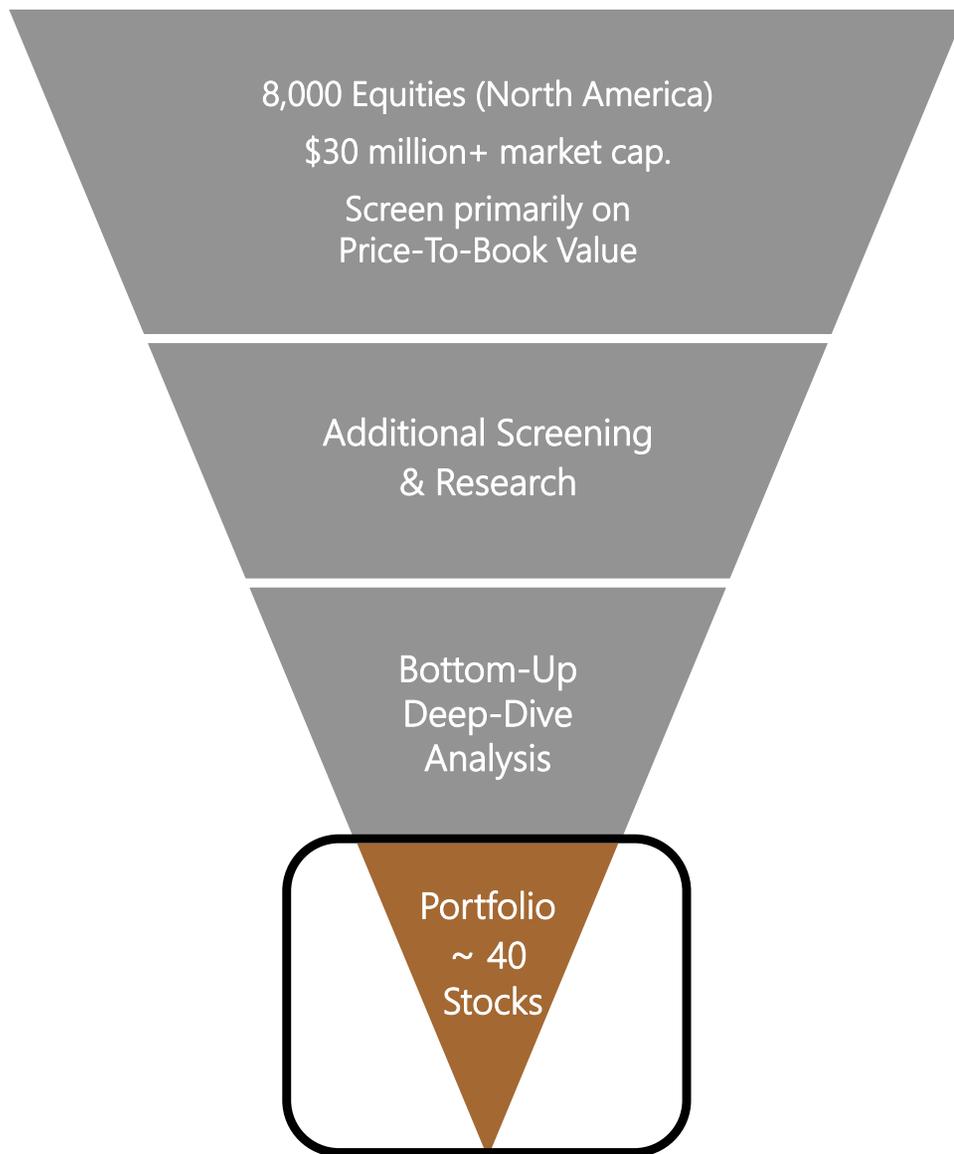
- Review:
  - Company financials
  - Corporate presentations
  - Regulatory filings
  - Historic conference call transcripts
  - Industry publications/periodicals
  - Sell-side research
  
- Attend investor & industry conferences
  
- Converse with like-minded investors
  - Network of deep-value investors built over 20 years
  
- Company visits / management calls

# 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
- Determine normalized cash flow 2-3 years out
- Assess management capability, capital allocation discipline, ethics (agency risk)
- Estimate intrinsic value based on market value of assets and estimated cash flows
- Invest when stock sufficiently discounted to intrinsic value and we see a catalyst

# Portfolio Construction, Monitoring & Management



- Concentrate on best ideas while remaining cognizant of correlated macro risks
- Top 10 holdings represent ~50% of assets
- No new investment into any individual holding after 5%
- No new investment into any industry group after 25%
- Evaluate quarterly results, new material events and developing trends
- Regular interaction with management
- Monitor for deterioration in key assumptions underlying investment thesis
- Reevaluate “winners” approaching intrinsic value estimates
- Engage in dispassionate, fact-based debate throughout investment process

# Key Takeaways

- **Differentiated:** One of just a few “true” small-cap value mutual funds with a disciplined focus on low price-to-book equities
- **Experienced Management:** Continuously managed by Scott Barbee since inception in 1998
- **Strong Track Record:** The Fund has *outperformed the S&P 500 Index by 238 basis points per annum for over 22 years* – since inception
- **Co-Investors:** Employees & their families have approximately \$32 million invested in the Fund, comprising over 26% of AUM
- **Active Management:** Will make concentrated allocations to individual investments when we have conviction – Active share of greater than 95 percent
- **Proper Risk Management:** Focus on mitigating risk of permanent capital loss through strong fundamental due-diligence

*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.

**Justin Harrison, CFA**  
*Managing Director*

Mr. Harrison joined Aegis in 2018 with over a decade of experience in asset management, primarily as a Partner & Senior Analyst with Ramsey Asset Management. His experience includes investing in public equity markets for family office and hedge funds. Prior to investing, he spent over ten years in the technology industry, where he held senior operational roles including VP & Interim CFO. Mr. Harrison also oversees business operations and serves as CCO of Aegis Financial and the Aegis Value Fund. Mr. Harrison received his B.S. in Mechanical & Aerospace Engineering from Cornell University.

**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

	Institutional (AVALX)
<i>Minimum Investment*</i> :	
Standard Accounts	\$10,000
IRAs	\$5,000
Subsequent Minimum Investment	\$250
Management Fee	1.20%
Net Expense Ratio	1.50%

*\*Investment minimums 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 has an annualized gross expense ratio of 1.63% per the Fund's most recent Prospectus. The Aegis Value Fund Class I's net annualized expense ratio, after fee waivers and/or expense reimbursement and management fee recoupment, is 1.50%. Under the waiver, the Advisor has contractually agreed to limit certain fees and/or reimburse certain of the Fund's expenses through April 30, 2021. 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
  - 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.

**Basis point** – equal to one hundredth of one percent (i.e. 1 basis point = 0.01%; 100 basis points = 1.00%)

**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.

**Discount-to-Book Stocks** - equities trading at a market value that is below accounting book value.

**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.

**S&P SmallCap 600 Pure Value Index** - an index that seeks to measure stocks that exhibit strong value characteristics, and weights them by score. Constituents are drawn from the S&P SmallCap 600 Index, a market capitalization weighted index that seeks to measure the small-cap segment of the U.S. equity market.

**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