Presented by:

Gilbert A. Garcia, CFA

Managing Partner

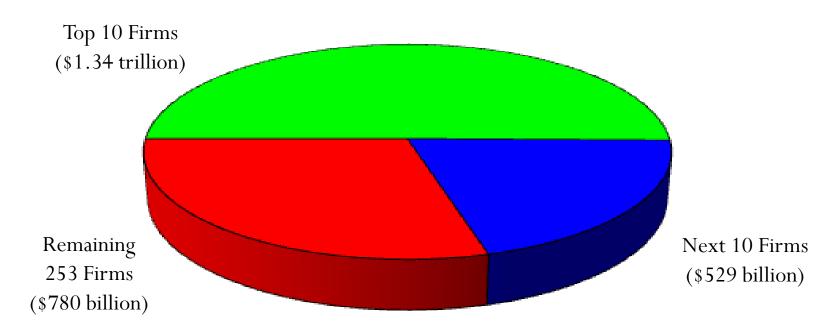


Opal Financial Group Emerging Managers Summit

June 9, 2015

Big Firms

Active Domestic Fixed Income Manager Universe (273 firms)



Top 10 firms represent **50.5**%

Top 20 firms represent **70.5**%



Source: Pensions & Investments

Big Firms

 Could miss out on opportunities that smaller, more nimble money managers can capitalize on

 Harder to quickly trade in or out of positions without impacting the market

• Often require derivatives or a large number of holdings to gain market exposure



Small Firms

Significant internal ownership

• Greater intensity and entrepreneurial spirit

• Less bureaucracy allows investment team to move quickly and efficiently



Small Firms

• Access to the portfolio management team

Access to the firm decision makers



Small Firms

 Constraining manager searches to only large firms could eliminate top performing managers

• Studies have shown that the performance of large managers tend to gravitate toward the median¹

