

## FIRM SUMMARY

**ABOUT US:** AJO Vista is an independent, registered investment adviser, employee-owned and backed by AJO, HighVista Strategies, and Missouri LAGERS. We have offices in Philadelphia and Boston. Our inception is 2021, but our history dates to 1984 and the advent of the quant revolution.

We seek superior results in high alpha, difficult-to-trade strategies across the globe. We manage over \$1 billion in flagship strategies (Emerging Markets Small Cap, International Small Cap, US Microcap), opportunity-focused alternatives (AV Mitra Market Neutral Long/Short and Global Amplified Opportunities), and client-driven mandates.

**PHILOSOPHY:** We believe an investment approach should be agile enough to react to the complexity of the equity markets. It should also be transparent and intuitive in the execution and explanation of investment decisions. The more direct the path to clarity and conviction, the better the opportunity for long-term success.

**APPROACH:** In our flagship strategies, we invest in well-balanced companies with evidence of **value and quality and momentum and stability**. In our opportunity-focused alternatives, we exploit thematic insights and non-traditional investment resources. In all our strategies, our investment decisions are more productive when we focus on smaller companies, look beyond the numbers, and amplify what works within well-defined peer groups.

An investment can be right and still be risky. Leaning skeptically on optimizers and heavily on common sense, we choose where to diversify and what to avoid to minimize uncompensated risks.

We know transaction costs — the ultimate cost of implementing any investment strategy — are higher and more hidden than generally perceived. Controlling transaction costs according to the measure of “implementation shortfall” is our key to holding equity-market profits.

We prize markets complex enough to challenge the experienced investor, yet rich enough to reward success, and we encourage client-driven mandates tailored to meet specific needs.

### INVESTING & LEADERSHIP

**Ted Aronson**  
Founder + Business Development

**Maarten Ballintijn**  
Quantitative Analyst

**Jesse Barnes**  
Founder + CEO + CIO

**Cortney Botsch**  
Operations Analyst

**Chris Cardì**  
Quantitative Analyst

**Grace Ecclestone**  
Client Communications

**John Jacques**  
Quantitative Analyst

**Paul Koehler**  
Quantitative Analyst

**Ross Koval**  
Quantitative Analyst

**Pete Landers**  
Head of Trading

**Gina Moore**  
Founder + Business Development

**Nik Takmopoulos**  
CFO + COO

### THE REST OF THE TEAM

**Accounting**  
Deloitte, Enfusion

**Back Office**  
Constellation

**Compliance**  
Optima

**Custodian**  
Northern Trust

**Fund Admin**  
SS&C

**IT**  
Agio

**Legal**  
Foley Hoag, Maples & Calder

## OFFERINGS:

Our objectives for our marketed strategies follow. These objectives do NOT reflect actual account returns and are NOT guaranteed returns. Actual client returns may differ materially, and clients may —*gulp!*— lose money.

	Composite / Benchmark / Inception	Fee Schedule	Fulcrum Return*	Expected Tracking Error	Capacity (\$b)
FLAGSHIP STRATEGIES	<b>AJO Vista Emerging Markets Small Cap</b> MSCI Emerging Markets Small Cap December 2012	0.8% on all assets	3.5%	4.5%	1.0
	<b>AJO Vista US Micro Cap</b> Russell Microcap September 2019	0.8% on all assets	3.5%	4.5%	1.0
	<b>AJO Vista International Small Cap</b> MSCI World ex USA Small Cap May 2020	0.8% on all assets	3.5%	4.5%	1.0
OPPORTUNITY-FOCUSED ALTERNATIVES	<b>AJO Vista Amplified Opportunities</b> MSCI ACWI IMI March 2020	Performance-based fees only 17.5% fee on the added-value above benchmark, not to exceed 2% annual fee at the portfolio level	5.0%	8.0%	1.0
	<b>AV Mitra Market Neutral Long/Short</b> Deutsche Bank FFER Total Return July 2019	1.5% management fee + 20% incentive	10.0%	5.0 (vol)	0.1

In addition to alpha, we offer client-aligned fees in a client-friendly atmosphere of transparency and candor. Performance-based fees, using a strategy's return objectives, are available and encouraged for the partnership they create.

\*The **fulcrum return** is an estimate of outperformance derived by AJO Vista, based on empirical evidence, economic logic, and economic intuition. It reflects trading costs, but not investment management fees. We are willing to hold our feet to the fire of the forecast by incorporating the **fulcrum return** directly into the calculation of our performance-based investment management fees — if we don't meet our own forecast, we don't get paid our standard fee!



*"Short-term I like cash; mid-term, bonds; long-term, AJO VISTA."*