

Scharf Sustainable Value Strategy

Executive Summary | As of March 31, 2022



Highlights₃

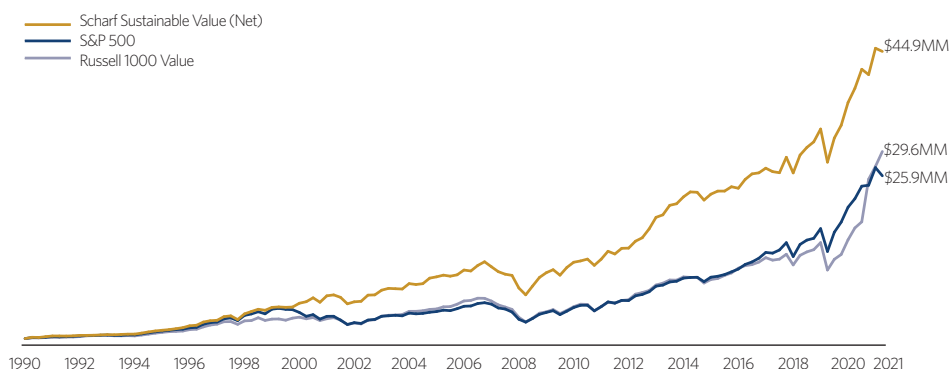
Year Founded	1983
Location	Los Gatos, CA
Firm Assets	\$3.9 billion
Investment Style	Value Oriented
Annual Turnover	35-45%
Average Holdings	25-35

Top Equity Holdings₂ 3/31/22

Microsoft	7.5%
Berkshire Hathaway	7.4%
McKesson	7.2%
CVS Health	5.4%
Markel	5.2%
Advance Auto Parts	4.7%
Centene	4.7%
Lockhead Martin	4.4%
Oracle	4.3%
Comcast	4.1%

Growth of a \$1,000,000 Investment Since Composite Inception₁

December 31, 1990 - March 31, 2022



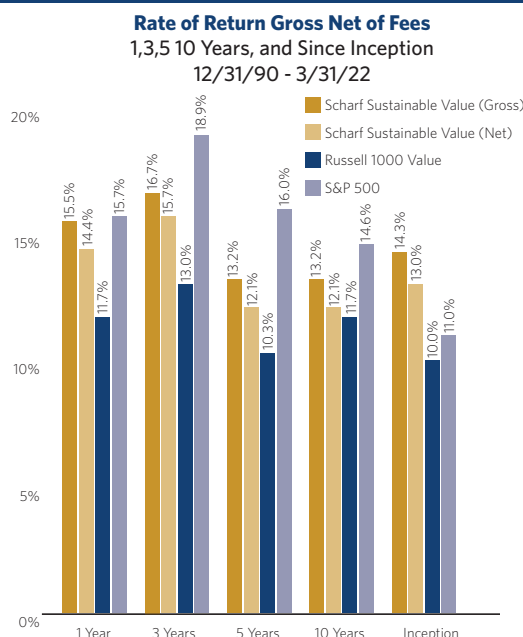
Source: Bloomberg, Scharf Investments.

Investment Philosophy and Process

The Scharf Sustainable Value Strategy invests in high quality, enduring franchises priced at substantial discounts to fair value. The team seeks to identify companies with low valuations combined with consistent and sustainable earnings, cash flow and/or book value. The goal is to provide capital appreciation over the course of an entire market cycle while losing notably less than relevant benchmarks in falling markets.

Return Profile

- Low Valuation:** Bottom-up, valuation-oriented investment strategy.
- Margin of Safety:** Focus on "Favorability Ratio", or upside potential versus downside risk to historical trading ranges.
- Investment Flexibility:** Opportunistic to investments in companies large and small, foreign and domestic.
- Concentration:** Portfolios are constructed with the best 25-35 ideas at the time of purchase.
- Long-Term Perspective:** Patience to wait for convergence between a stock's price and the company's underlying value.



eVestment Rankings Since Inception 12/31/96 - 3/31/22	Scharf Sustainable Value (Gross)	Scharf Sustainable Value (Net)
Annual Return*	12.7%	11.4%
Percentile Rank	2	6
Alpha	5.4%	4.2%
Percentile Rank	1	3
Volatility (S.D.)**	13.6%	13.6%
Percentile Rank	8	8
Downside Capture	71.0%	73.6%
Percentile Rank	1	2
Upside Capture	80.3%	87.0%
Percentile Rank	84	91

*S&P 500 Annual Return: 9.5%; Russell 1000 Value Annual Return: 8.8%
 **S&P 500 Volatility (S.D.): 15.3%; Russell 1000 Value Volatility (S.D.): 15.4%
 Source: eVestment US Large Cap Value Equity Universe for the period 12/1996 - 3/2022. Sample size is 418 for Scharf Sustainable Value (Gross and Net) rankings.

¹ Scharf Sustainable Value gross and net of fee returns are included in the above charts. The benchmarks shown are the Russell 1000 Value Index and the Standard & Poor's 500 Index. The Russell 1000 Value Index represents a composite of large and mid-cap companies located in the United States that also exhibit a value probability. The Standard & Poor's 500 Index contains 500 industrial, transportation, utility, and financial companies regarded as generally representative of the large capitalization U.S. stock market.² Top holdings are supplemental to fully compliant performance presentation found on the back. The securities identified and described do not represent all of the securities purchased, sold or recommended for client accounts. The reader should not assume that an investment in the securities identified was or will be profitable. For a list of all securities recommended for purchase or sale during the time period discussed, please contact Scharf Investments directly. Performance results after December 31, 2016 are preliminary and may be subject to change as a result of ongoing verification.
³ Firm Assets is as of 3/31/2022 and includes assets under advisement.