

# Global Currents Investment Management, LLC

MANDATE: GLOBAL VALUE EQUITY MANAGER

## OBJECTIVE

To manage global equity portfolios for the summit program offering clients a diversified equity portfolio with foreign investments in the form of ADRs and North American stocks traded in the U.S. markets.

## BACKGROUND

- Brandywine Global Investment Management, a predecessor firm to Global Currents Investment Management, was founded in 1986 as a pure value investment firm.
- The firm, founded by value specialist Anthony Hitschler, was established as a U.S. equity value shop. In 1992, they added the U.S. fixed income side and in 1993, international equity was added.
- In January of 1998, Brandywine was acquired by Legg Mason, Inc., a NYSE listed company that has been providing investment services to institutions and individuals since 1899.
- On July 1, 2008 the International Equity team from Brandywine transitioned to a new entity called Global Currents Investment Management, LLC and operates as a wholly owned but independent subsidiary of Legg Mason, retaining complete investment autonomy and operational controls.

## INVESTMENT PHILOSOPHY AND PROCESS

- Disciplined and driven by value, quality, and long term focus rather than forecasts.
- Bottom-up stock selection approach.
- The firm uses three fundamental measures to identify value in the international ADR market: price to current earnings; price to book; and price to cash flow.
- Disciplined equity evaluation process, designed to separate the "deservedly cheap" ADRs from neglected ADRs and identify catalysts for recovery.
- Manager is conscious of both country and industry exposure. Typically 12-15 countries will be represented and the maximum industry exposure is 15%.
- Sell discipline: an upside target is set within an ADRs normal historical valuation range and the downside price limit is set based on low historical valuations. ADRs are sold when their upside target is met, when fundamentals deteriorate, or downside price limit is met.

## STOCK SELECTION

- Evaluate all stocks in the ADR universe.
- Proprietary screen of database and sophisticated fundamental analysis.
- Narrow universe according to liquidity and valuation measures and perform in-depth fundamental research.
- It is through fundamental research that they identify those stocks that have the necessary catalyst to dramatically improve profitability and return to normal valuation levels.
- Stocks are typically weighted to achieve an optimal risk/reward tradeoff, generally, security weights are between 1-5%.

## SUMMARY

Location: Wilmington, Delaware  
 Founded: 2008  
 Ownership: Fully independent unit of Legg Mason, Inc.  
 Staff: 32  
 Managers/Analysts: 12

**Assets:**  
 Institutional: \$3,145 million  
 Private Client: \$1,189 million  
 TOTAL: \$4,334 million

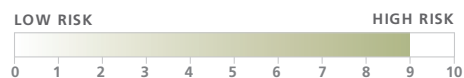
**Turnover:**  
 Should not exceed 50% per annum

**Portfolio Characteristics:**  
 Style: Bottom-up, Value-oriented  
 ROE: Similar to/Higher than market  
 P/E: Similar to/Lower than market  
 P/B: Similar to/Lower than market  
 Yield: Higher than market  
 Debt/Equity: Lower than market

## STYLE

	Value	Blend	Growth
Large	●		
Medium			
Small			

## RISK CATEGORY



## BIOGRAPHIES OF KEY PERSONNEL

**Paul D. Ehrlichman** is chairman and Chief Investment Officer of Global Currents Investment Management, LLC (GCIM). Prior to transitioning to GCIM, Paul spent 18 years at Brandywine and has 24 years of experience in the investment industry. Paul is responsible for covering the industrial, cyclical and technology sectors.

**Sean M. Bogda, CFA**, is Portfolio Manager for GCIM. Prior to transitioning to GCIM, he had been with Brandywine for 14 years and has 15 years of investment experience. Sean is responsible for covering the industrial, cyclical, energy and utilities sectors.

**Safa Muhtaseb, CFA**, is a Portfolio Manager for GCIM. Prior to transitioning to GCIM, he had been with Brandywine for 3 years and has 22 years of investment experience. Safa is responsible for covering the consumer related sectors.

**George Foley** is a Portfolio Manager for GCIM. George was hired by GCIM in 2008 and brings with him 25 years of investment experience. He is responsible for covering the financial, energy and utility sectors.

**Elisa Mazen** is a Portfolio Manager for GCIM. Elisa was hired by GCIM in 2008 and brings with her 21 years of investment experience. She is responsible for covering the consumer related sectors.

## The Summit Program



The material presented herein is prepared by Northern Trust Global Advisors and is gathered from sources we believe to be reliable. It is current as of issue date (December, 2008). These profiles are intended for use by ScotiaMcLeod Summit Program clients who are selecting an investment manager for their account. All performance data represents past performance and is not indicative of future performance. Please note that representative composite returns were used for managers that have been in ScotiaMcLeod Summit Program less than five years to the date of this report.

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