

EVERCORE ASSET MANAGEMENT

FIRM PROFILE

Evercore Asset Management (EAM) is an institutional investment management firm that makes high-conviction value investments in small- and mid-capitalization companies

Background

Our firm comprises a core team of professionals with long-standing working relationships and a deep commitment to value investing. Common experiences and a shared history, cultivated as colleagues at one of the industry's leading value managers, have inspired us to create a firm of exceptional quality and integrity that encourages entrepreneurship, professional growth and best-in-class client service.

Further strengthening our foundation, we have formed a strategic alliance with Evercore Partners, a boutique financial services firm that shares our performance-based focus and approach to asset management. The support of Evercore Partners has enabled us to build a set of capabilities far beyond the reach of most start-ups, while allowing us to retain full operational control of EAM.

Team

EAM's founding partners and majority owners are Greg Sawers, Andrew Moloff, Gail Landis and Margot Nones. In founding EAM, we set out to combine the entrepreneurial energy of a small firm with the highest level of professionalism and fiduciary responsibility.

Three other professionals who share our values and vision have joined our firm in sales and marketing functions. In recognition of the importance of culture, all are former colleagues.

Together we place the utmost importance on doing what is right for our clients. This principle guides our actions as we work to build a lasting franchise.

Our Founders

Greg Sawers

CEO and Portfolio Manager

PRIOR INDUSTRY EXPERIENCE: 18 Years

Credit Suisse Asset Management

Global Co-Head of Equities and Global Head of Research

Sanford C. Bernstein & Co., Inc.

Director of Buy-Side Equity Research

Andrew Moloff

CIO and Portfolio Manager

PRIOR INDUSTRY EXPERIENCE: 11 Years

Citigroup Asset Management

Head of Global Equity Research and Head of U.S. Equity Portfolio Management

Sanford C. Bernstein & Co., Inc.

Chief Investment Officer and Director of Research for U.S. Small- and Mid-Cap Value Equities

Gail Landis

Head of Sales and Marketing

PRIOR INDUSTRY EXPERIENCE: 23 Years

Credit Suisse Asset Management

Head of Americas Distribution

Sanford C. Bernstein & Co., Inc.

Head of Global Consultant Relations

Margot Nones

Chief Operating Officer

PRIOR INDUSTRY EXPERIENCE: 22 Years

UBS Global Asset Management

Head of Operations for the Americas

Sanford C. Bernstein & Co., Inc.

Head of Investment Operations

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Investment Approach

The tendency of value stocks to deliver superior performance over time has been firmly established by academic studies dating back nearly 30 years. We believe that the so-called “value premium” comes from the tendency of individuals to overreact to near-term events, misjudge probabilities of what will happen in the future, and, consequently, make misguided investment decisions based more on emotion than sound thinking.

Our experience and discipline as value investors enable us to capitalize on the opportunities created by the irrationality of emotional investors. We focus intently on fundamentals and intrinsic value, thinking of our stocks as fractional ownership interests in the underlying businesses, the way a private buyer would. We maintain a long-term perspective and pay little attention to daily stock price fluctuations and the relatively insignificant news flow on which others place great importance.

In this context, we are not concerned with arbitrary definitions of risk such as monthly volatility or tracking error versus a benchmark. Instead, by focusing all of our energy on finding good investments, we work to maximize expected returns and minimize the only risk that we consider meaningful — the failure to achieve outstanding investment results.

Resources

Each of our founders has made a significant financial commitment to EAM. That commitment, combined with the financial resources provided by Evercore Partners, enables us to make the investments required to hire additional staff, acquire market data services and partner with top-tier providers of middle- and back-office functions.

We are building a business for the long term, not just “starting up a fund.” Our commitment to build a solid, sustainable foundation at the outset reflects the depth of our dedication to our clients and the height of our aspirations for the future.

Contact Information

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