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# **Westwood Holdings Group, Inc.**

First Quarter 2014 Conference Call

*April 17, 2014*

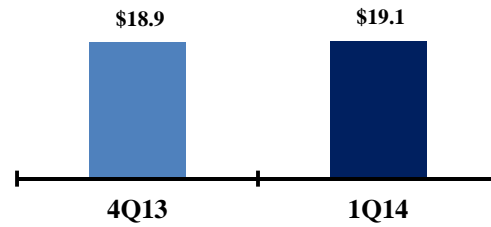


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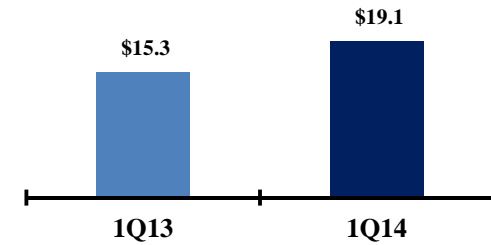
# 1Q14 Review

**AUM<sup>(1)</sup>**  
(\$ in billions)

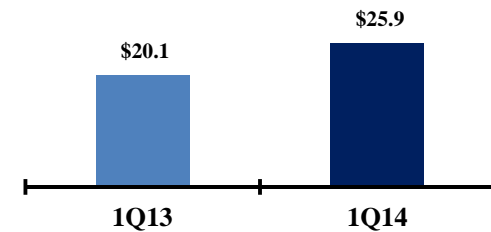
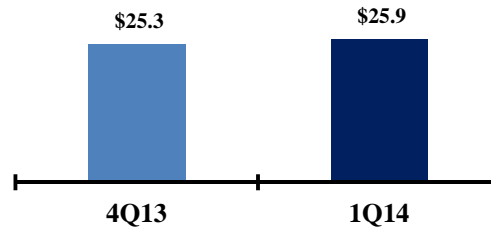
## Sequential Quarters



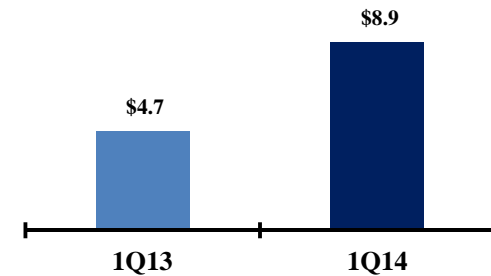
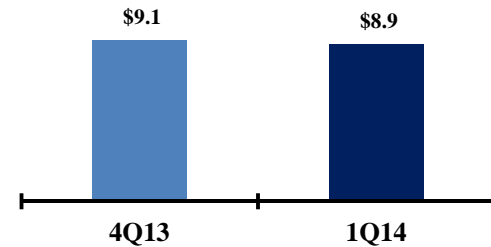
## Year over Year



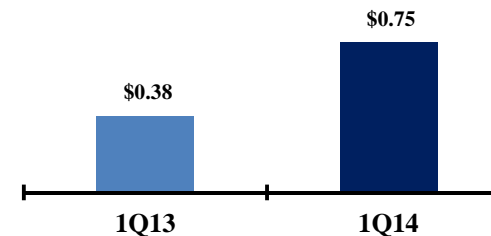
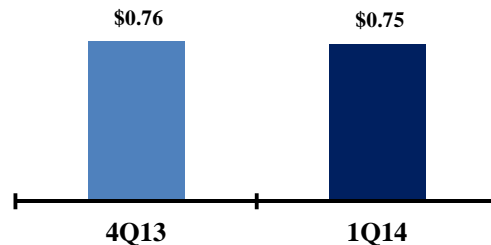
**Total Revenues**  
(\$ in millions)



**Pretax Income**  
(\$ in millions)



**GAAP EPS**  
(Diluted)

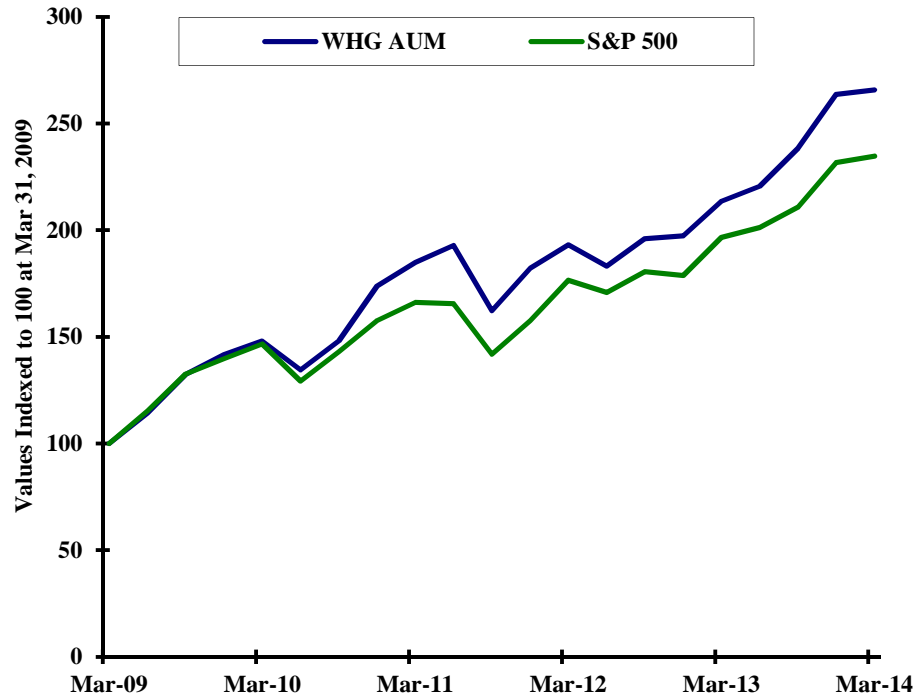


<sup>(1)</sup> Assets under management



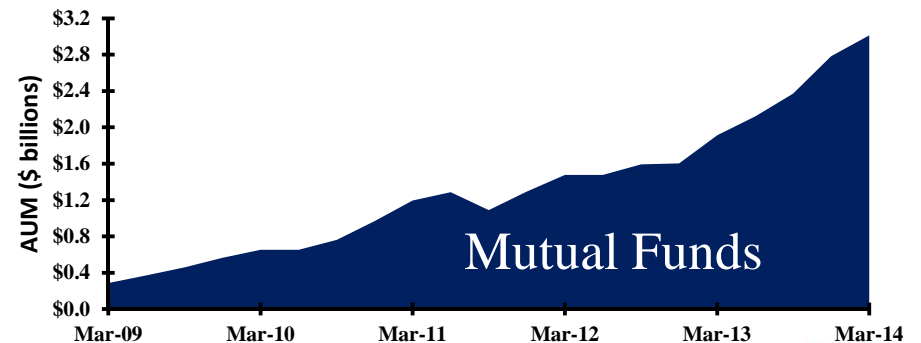
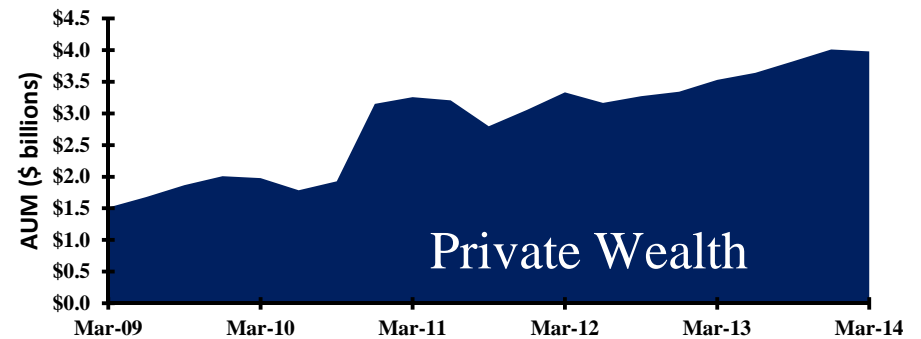
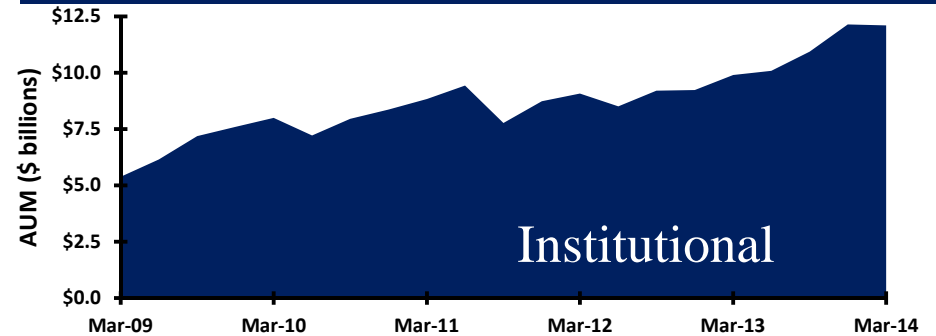
# Growth in Assets Under Management

## Five-Year AUM Growth vs. S&P 500



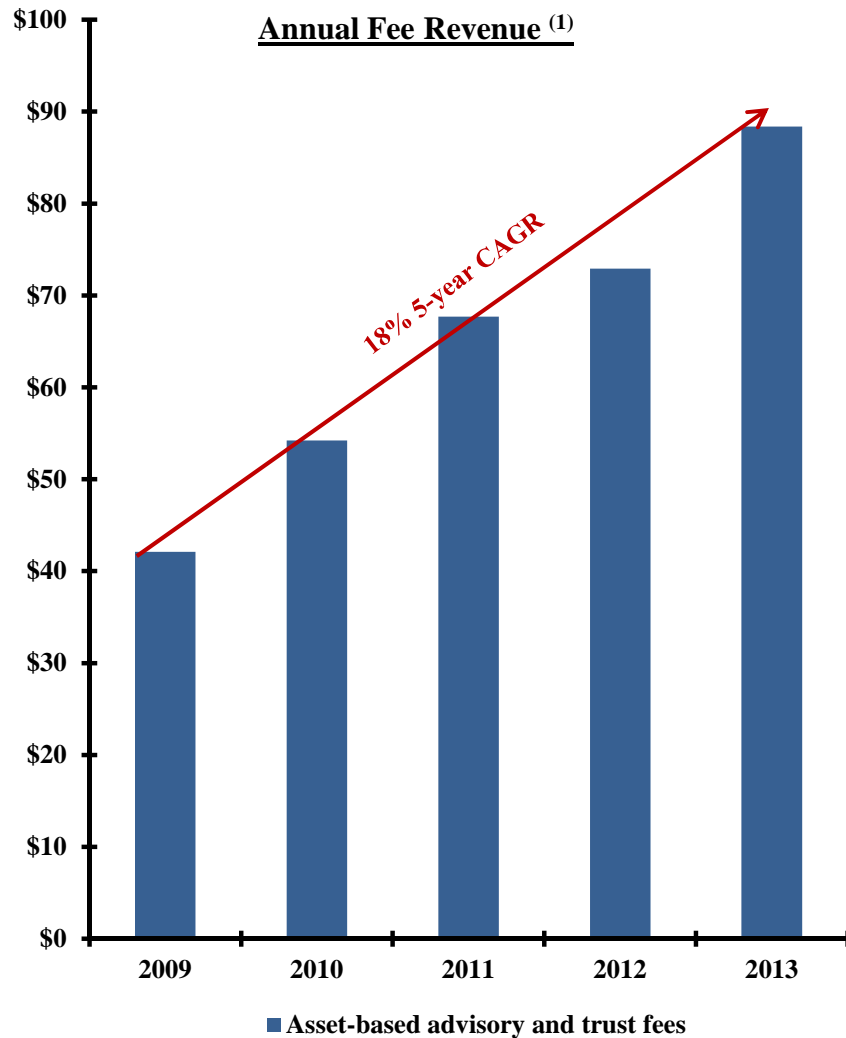
- 5-year compound annual growth rate in AUM of 21.6%
- S&P 500 index 5-year compound annual growth rate of 18.6%
- Trailing five years net inflows of \$1.2 billion

## \$19.1 Billion AUM at 3/31/14

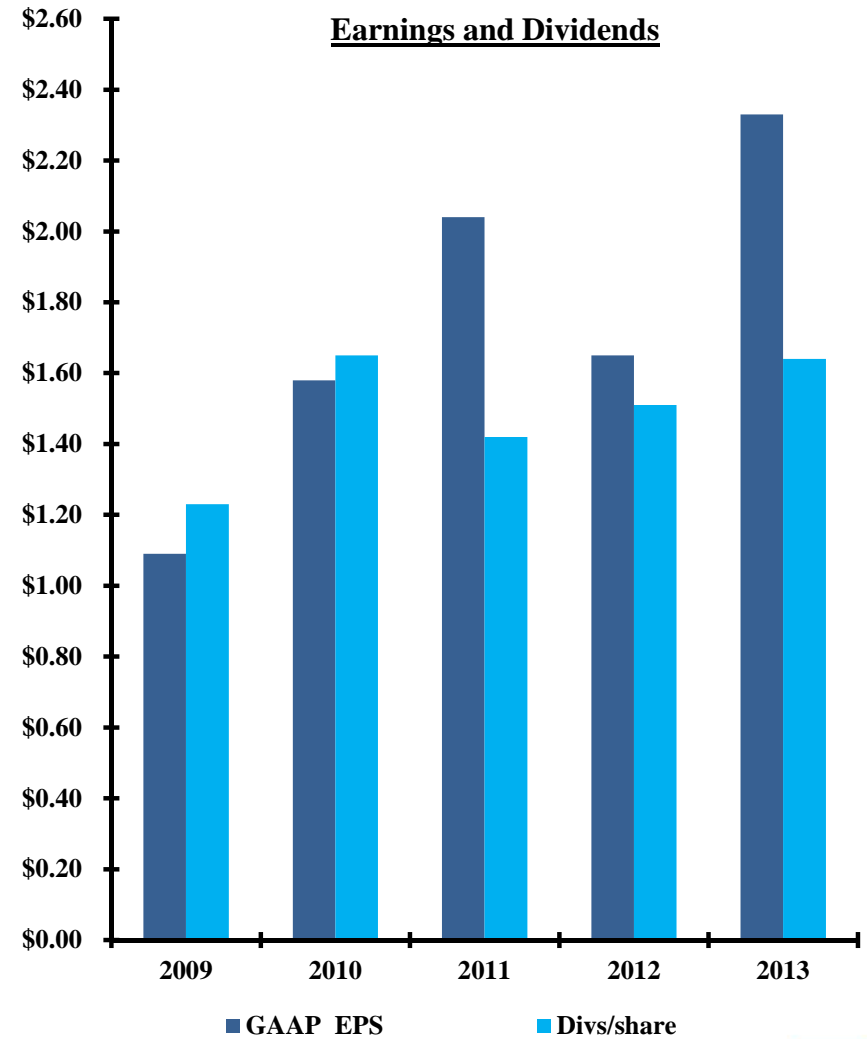


# Financial Trends

Annual Asset-based Fees  
(\$ millions)



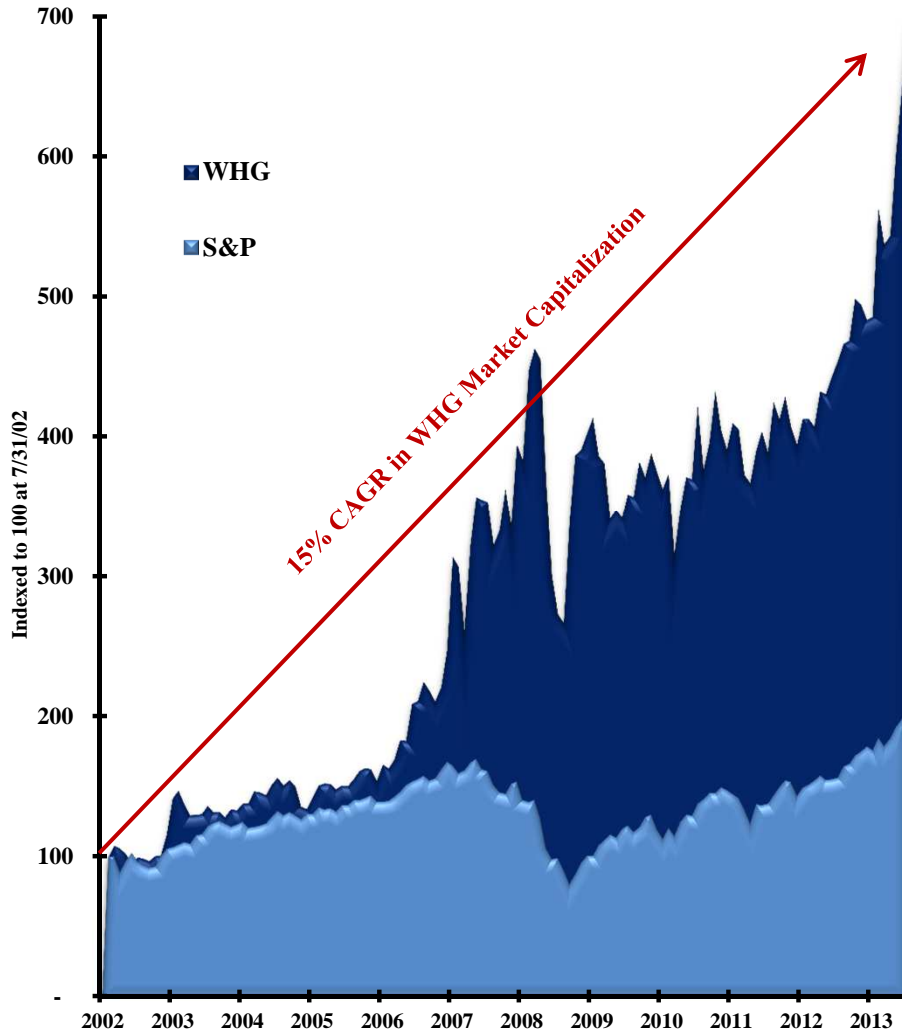
Annual  
Dividend & EPS



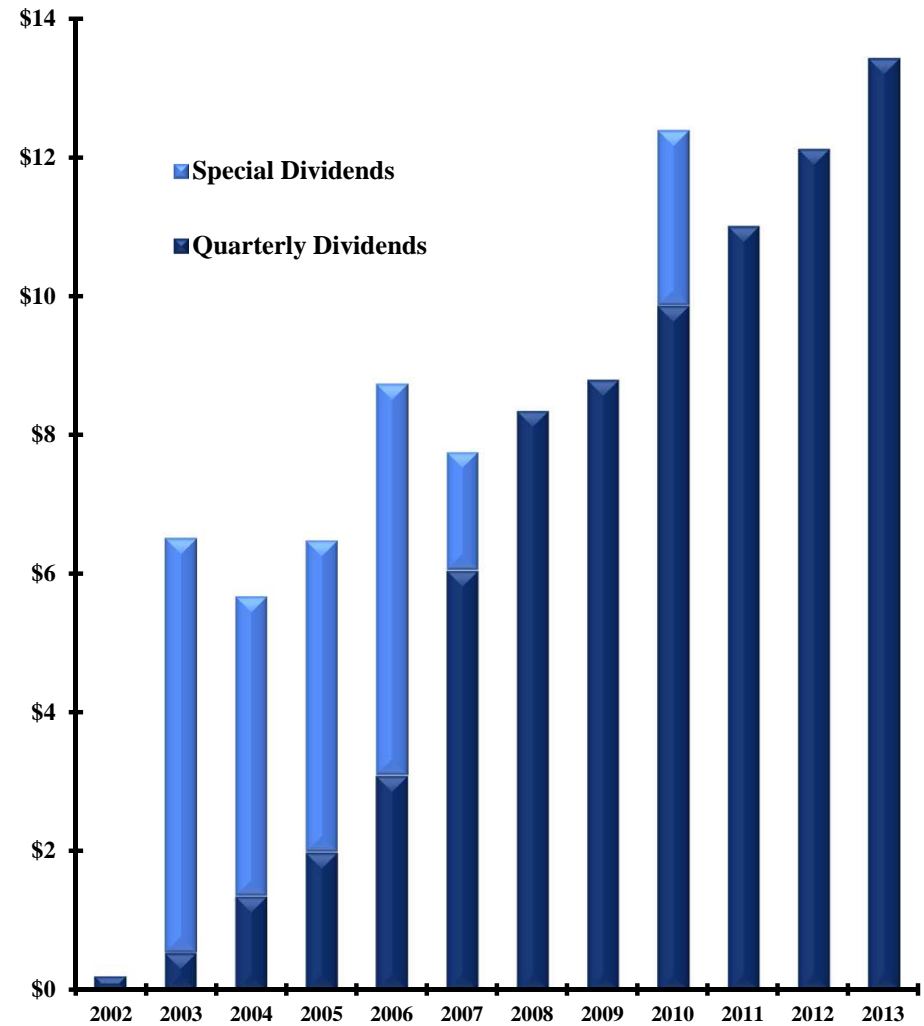
(1) Asset based fee revenue, excluding performance fees.

# Shareholder Value Creation

## WHG vs. S&P 500 Market Capitalization



## Annual Dividends <sup>(1)</sup>



<sup>(1)</sup> In millions

# Safe Harbor Statement

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This presentation includes statements that are not purely historical facts, including statements about our expected future financial position, results of operations or cash flows, as well as other statements including words such as “anticipate,” “believe,” “plan,” “estimate,” “expect,” “intend,” “should,” “could,” “goal,” “target,” “designed,” “on track,” “comfortable with,” “optimistic” and other similar expressions, constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Actual results and the timing of some events could differ materially from those projected in or contemplated by the forward-looking statements due to a number of factors, including, without limitation: our ability to identify and successfully market services that appeal to our customers; the significant concentration of our revenues among a few customers; our relationships with investment consulting firms; our relationships with current and potential customers; our ability to retain qualified personnel; our ability to successfully develop and market new asset classes; our ability to maintain our fee structure in light of competitive fee pressures; competition in the marketplace; downturns in the financial markets; new legislation adversely affecting the financial services industries; interest rates; changes in our effective tax rate; our ability to maintain an effective system of internal controls; and the other risks detailed from time to time in Westwood’s SEC filings, including but not limited to, its annual report on Form 10-K for the year ended December 31, 2013 and Form 10-Q for the three months ended March 31, 2014. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this press release. Except as required by law, Westwood is not obligated to publicly release any revisions to these forward-looking statements to reflect events or circumstances after the date of this press release or to reflect the occurrence of unanticipated events.