
Westwood Holdings Group, Inc.

Second Quarter 2015 Conference Call

July 29, 2015



Firm Overview as of June 30, 2015

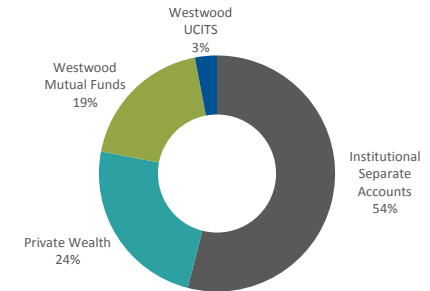
Our mission is to exceed client expectations through exceptional performance and ethical conduct.

Pensions & Investments' 2014
Best Places
to
Work
in Money Management

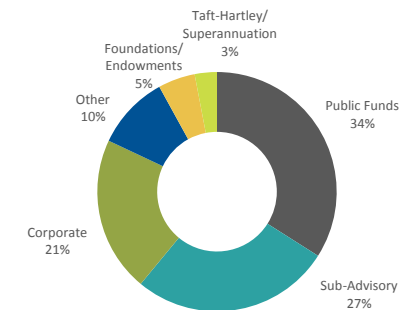


- Founded in 1983, publicly traded since 2002 (NYSE: WHG)
- Assets under management: \$23.1B
- 156 employees, 47 investment professionals
- Three distinct investment teams
 - U.S. Value
 - Global and Emerging Markets Equity
 - Global Convertible Securities
- Alignment of interest with our clients
 - All employees work toward becoming shareholders, while all of our directors own stock
 - Combined we own over 25% of the firm
- Global client base
 - Non-U.S. clients: 21% of assets
- Accolades
 - Recognized as *Pensions & Investments'* 2014 Best Places to Work in Money Management¹
 - Recipient of the Dallas Rotary Club's 2014 Corporate Citizen of the Year Award²

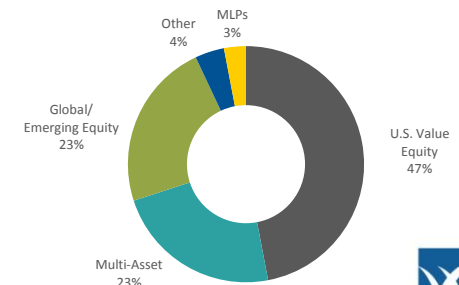
Assets by Account Type



Institutional Separate Account Assets by Client Type



Assets by Strategy



¹Selection criteria based 40% on corporate application and 60% on anonymous employee questionnaires within the "100-499 employees" category. Ranked 1 out of 5 and awarded on December 8, 2014. ²Selection criteria included improving quality of life for others, philanthropic financial support, and giving back to the community, awarded on July 21, 2014.

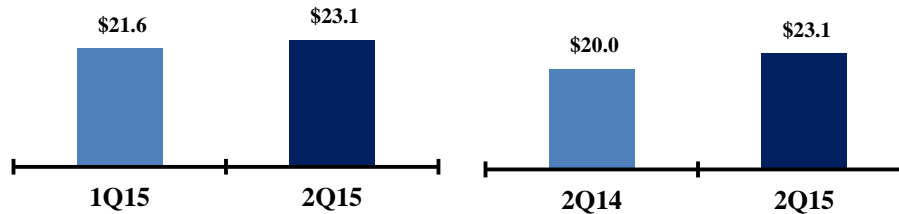
Second Quarter 2015 Review

Sequential Quarters

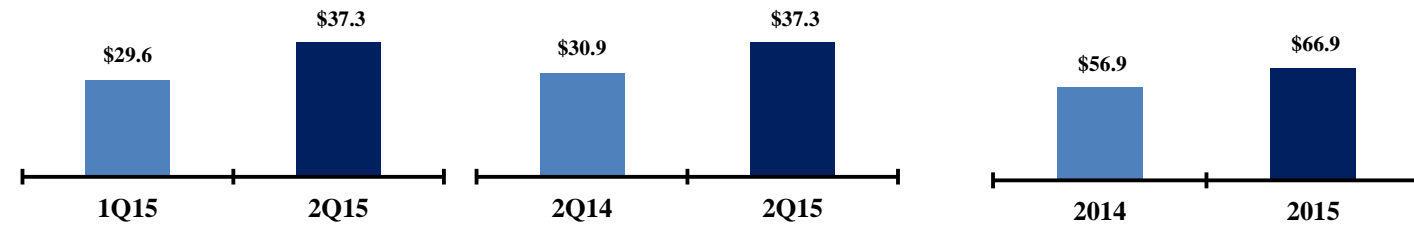
Year over Year

Year to Date

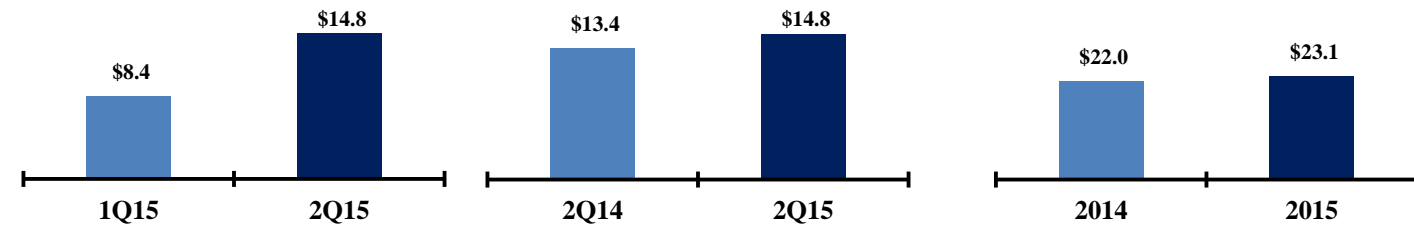
AUM⁽¹⁾
(\$ in billions)



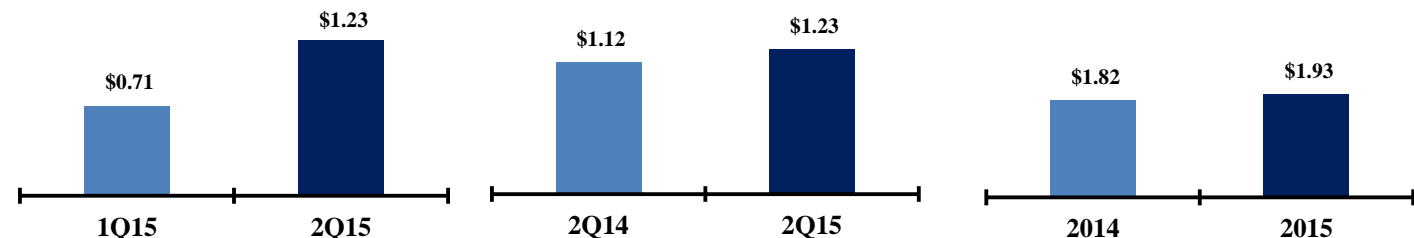
Total Revenues⁽²⁾
(\$ in millions)



Pretax Income
(\$ in millions)



GAAP EPS
(Diluted)



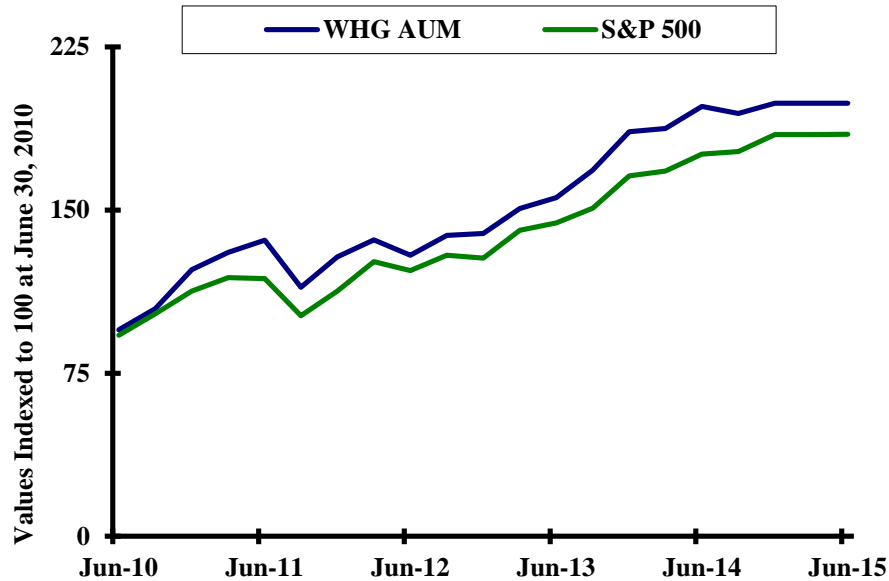
(1) Assets under management. AUM for prior years has been revised for an immaterial error. See our 10-Q filed with the SEC on July 29, 2015.

(2) Total revenue includes a performance fee of \$0.3M in 1Q 2015, \$1.9M in 2Q 2015 and \$3.4M in 2Q 2014 and \$3.8M in YTD 2014 and \$2.2M in YTD 2015.

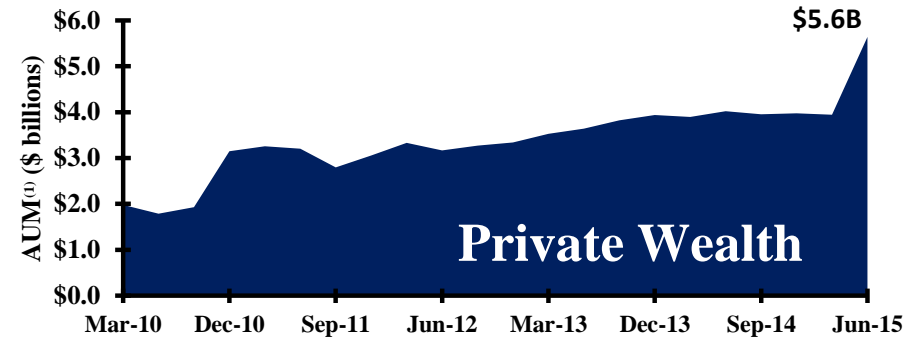


Growth in Assets Under Management

Five-Year AUM Growth vs. S&P 500

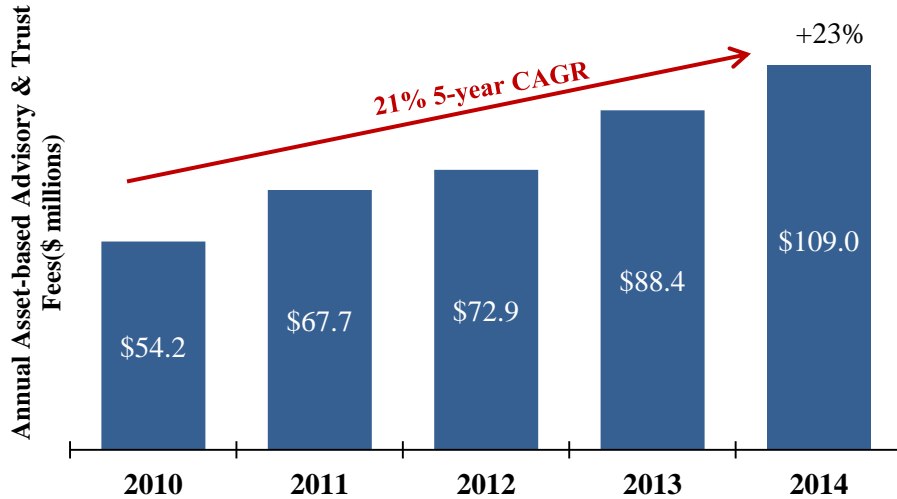


\$23.1 Billion AUM at 06/30/15

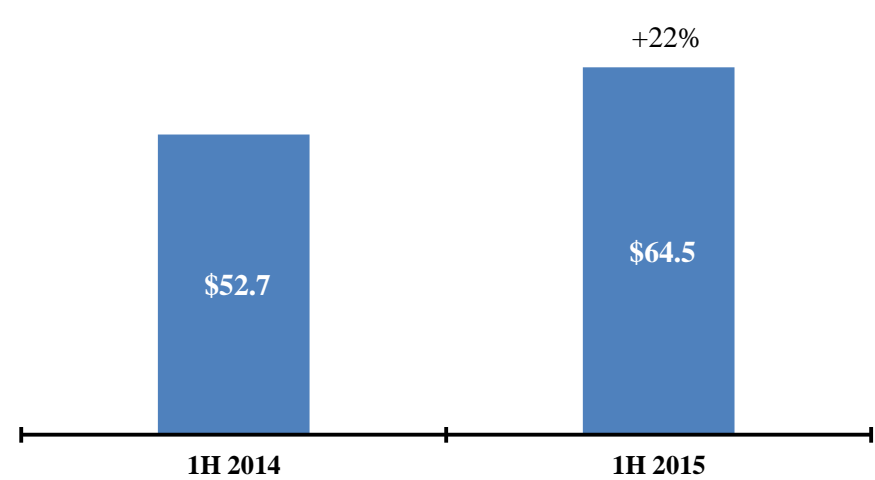


Financial Trends

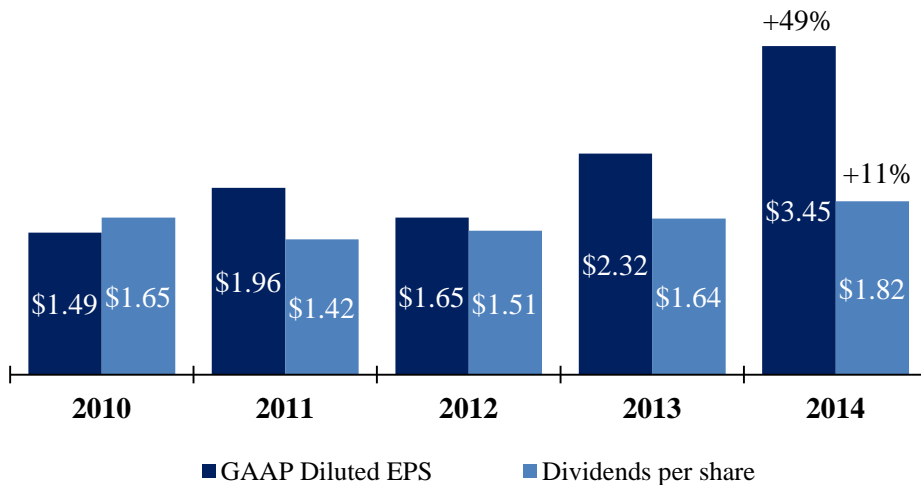
Fee Revenue ⁽¹⁾ - Historical



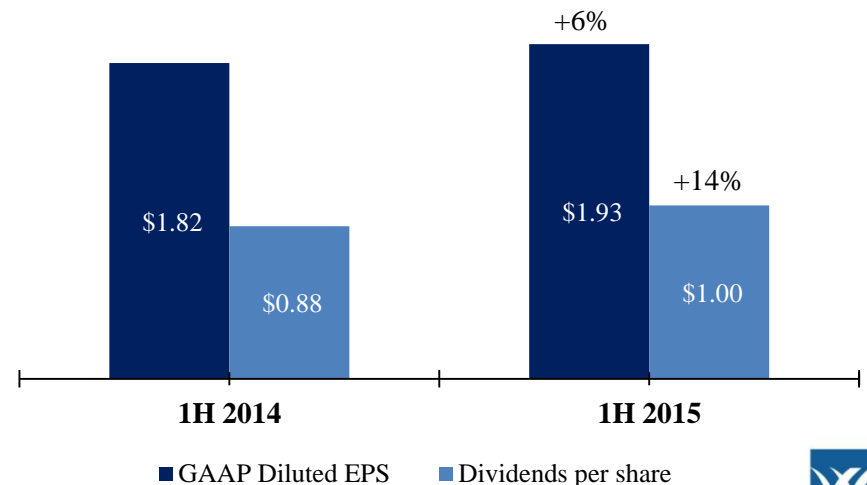
Fee Revenue – Year To Date



Earnings and Dividends ⁽²⁾ Per Share - Historical



Earnings and Dividends - Year To Date



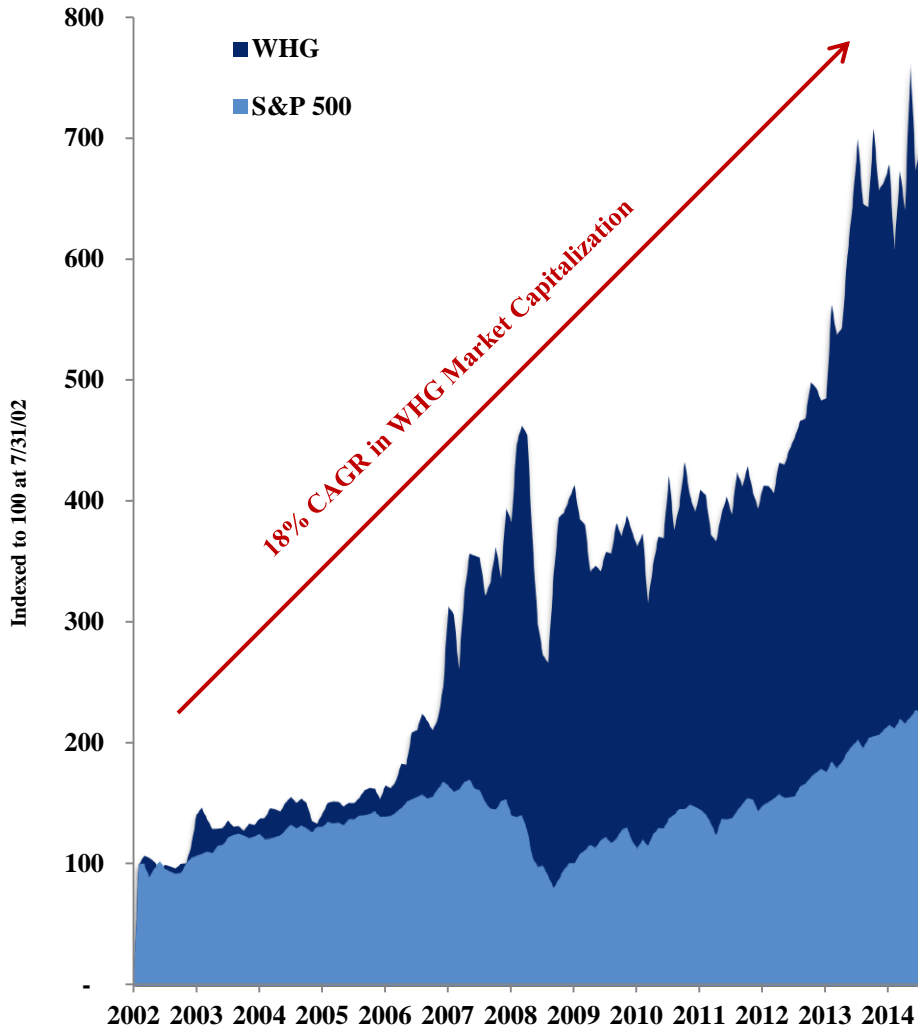
(1) Asset based fee revenue, excluding performance fees.

(2) Includes special dividends.

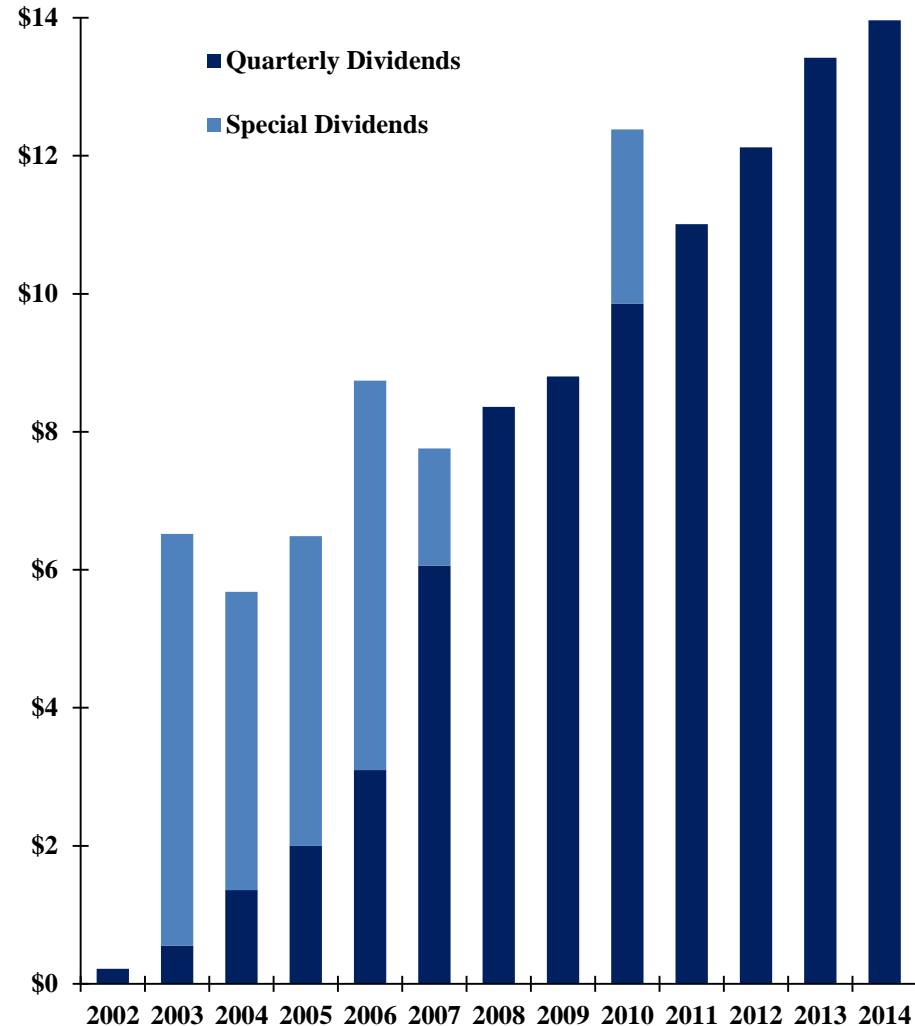


Shareholder Value Creation

WHG vs. S&P 500 Market Capitalization



Annual Dividends ⁽¹⁾



⁽¹⁾ In millions



Safe Harbor Statement

This presentation may include statements that are not purely historical facts, including, without limitation, statements about our expected future financial position, results of operations or cash flows, as well as other statements including, without limitation, words such as “anticipate,” “forecast,” “believe,” “plan,” “estimate,” “expect,” “intend,” “should,” “could,” “goal,” “may,” “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: regulations adversely affecting the financial services industry; the composition and market value of our assets under management; competition in the investment management industry; our investments in foreign companies; our ability to develop and market new investment strategies successfully; our ability to pursue and properly integrate acquired businesses; litigation risks; our ability to retain qualified personnel; our relationships with current and potential customers; our ability to properly address conflicts of interest; our ability to maintain adequate insurance coverage; our ability to maintain an effective information systems; our ability to maintain effective cyber security; our ability to maintain an effective system of internal controls; our ability to maintain our fee structure in light of competitive fee pressures; our relationships with investment consulting firms; the significant concentration of our revenues in a small number of customers; and the other risks detailed from time to time in Westwood’s SEC reports, including but not limited to, its annual report on Form 10-K for the year ended December 31, 2014 and Form 10-Q for quarters ended March 31, 2015 and June 30, 2015. 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 presentation or to reflect the occurrence of unanticipated events.

