



WESTWOOD®

Westwood Holdings Group, Inc.

Third Quarter 2013 Conference Call

October 17, 2013

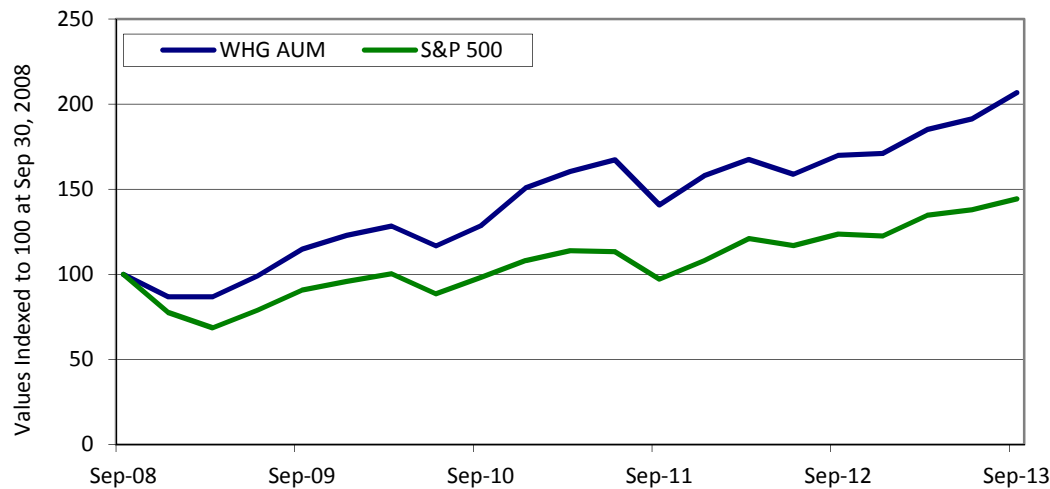
WHG
LISTED
NYSE



Growth in Assets Under Management

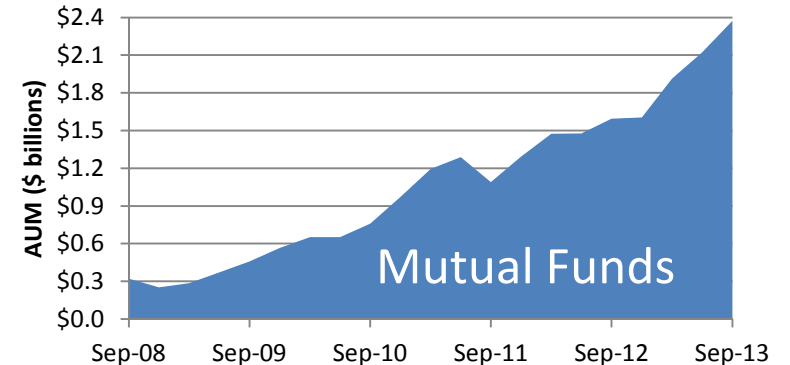
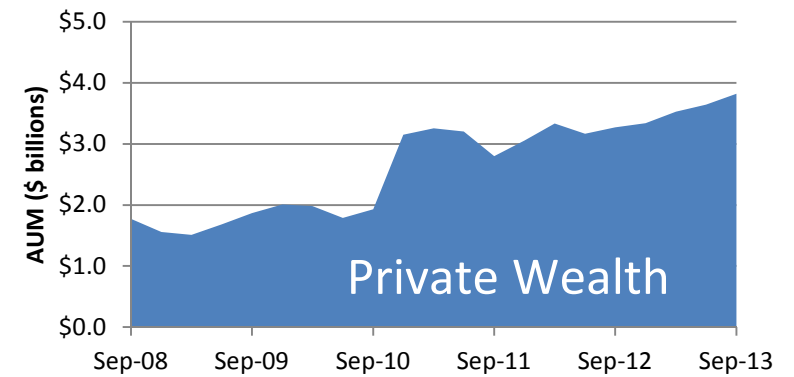
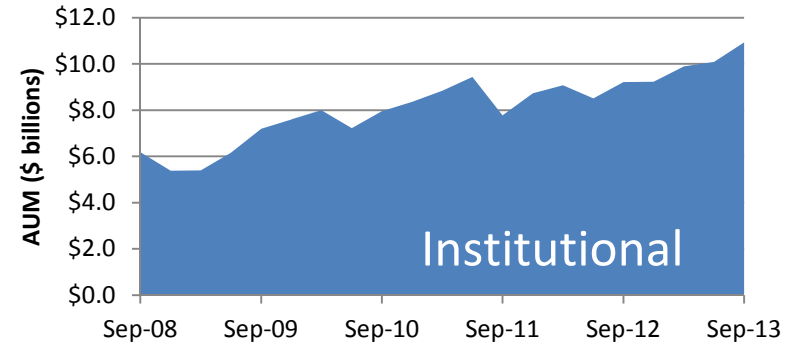
Five-Year AUM Growth vs. Market

WHG AUM vs. S&P 500 (Sep 2008 - Sep 2013)



- 5-year compound annual growth rate in AUM of 15.6%
- Over this same period, the level of the S&P 500 index had a 5-year compound annual growth rate of 7.6%
- Trailing five years net inflows of \$2.0 billion

Total AUM at 9/30/13 = \$17.1 Billion





Quarterly Revenue Growth – Trailing Five Years

- Consistent growth in asset-based fee revenue: 5-year CAGR of 17.2%

**Quarterly Fee Revenue - Trailing Five Years
(excluding performance-based fees)**

