



# Ivey

Business School

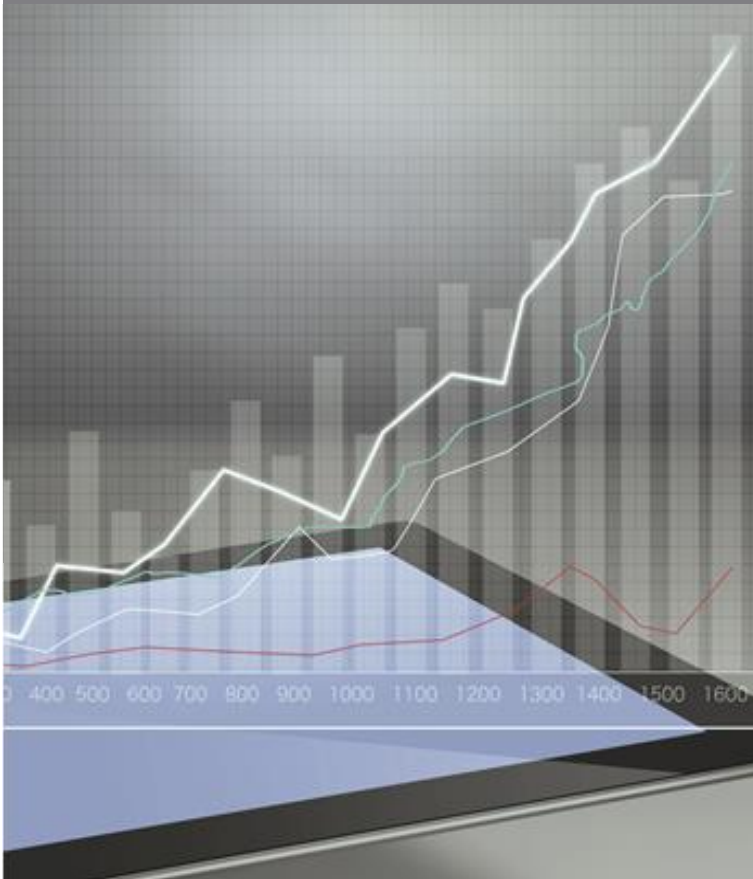
## Ben Graham Centre for Value Investing

WESTERN UNIVERSITY • CANADA

## Ben Graham Centre's 2024 Value Investing Conference

April 10, 2024

Ritz Carlton  
Main Ballroom  
181 Wellington St. W.  
Toronto, Ontario, Canada



**IMPROVING LONG RUN INVESTMENT PERFORMANCE**

[www.bengrahaminvesting.ca](http://www.bengrahaminvesting.ca)



## Mission of the Conference

- to promote the tenets of value investing as pioneered by Benjamin Graham;
- to expose Conference participants to the various value investing methods used by practitioners;
- to encourage and support academic research and study in the area of value investing.

The Conference will provide a forum to explain, discuss and debate the principles, practices and various applications of value investing from a global context.

## Conference Organizer and Chair

Dr. George Athanassakos, Founder & Managing Director, Ben Graham Centre for Value Investing, Ivey Business School





## A Message from the Director

I am a firm believer in stock picking. I think stock picking with the right process and the right temperament works. Unfortunately, academics have paid little attention to value investing and stock picking over the years and so they lack a basic understanding of what value investing is, and what value investors do. An area of significant misunderstanding is the way risk is defined.

But what is the right definition of risk in financial markets? Finding the answer has become even more important in recent years because the number of retail traders is at a record high. Retail traders may not understand the risks they are exposed to when investing in companies. Over the past 10 years, between 10 and 15 percent of all US trades have come from retail accounts. In 2023, that figure stood at 25 percent.

Finance academics define risk as volatility, whereas value investors define risk as the probability that adverse outcomes in the future will permanently impair the cash flow potential of a business leading to permanent (long run) impairment of capital. Which is the right definition? It all depends on your investment horizon. The investment horizon plays a key role in the discussion of what is an appropriate measure of risk because different horizon investors assess risk differently. But if maximizing terminal wealth is of importance to investors, and it is difficult to argue otherwise, then the latter is the right way to look at risk.

Harry Markowitz defined risk as the standard deviation of returns (volatility). William Sharpe, on the other hand, argued that in a well-diversified portfolio, the only risk that matters is beta risk. Both professors have been recipients of a Nobel prize in Economics and have had a lasting impact on academia and the notion espoused by (short-term, CFA holding) financial analysts and academics that short term fluctuations in the value of a portfolio are important and the only risk that matters.

But truly how much should you worry about this short-term volatility? Not much. As Charles Munger used to say “If you’re investing for 40 years in some pension fund, what difference does it make if the path from start to finish is a little bumpier or a little different than everybody else’s so long as it’s all going to work out well in the end? So, what if there is a little extra volatility?”

Recent research by Javier Estrada of IESE Business School in Spain bears this out. Estrada concludes that “Investors should learn about the detrimental impact of reacting to short term volatility and focus on the end game instead”. He shows that in the US, the mean terminal wealth of investing in stocks over a 10, 20 and 30 year period is 59%, 146% and 299% higher than investing in bonds. In Canada, the corresponding figures are, 41%, 88% and 131%. For the world markets, they are 49%, 116% and 231%, respectively. It is true that the volatility of terminal wealth across all holding periods is found to be higher for stocks than bonds in every market examined and thus stocks are riskier when risk is measured by volatility. But, interestingly enough, the higher volatility of terminal wealth



from stocks is mostly on the upside. Stocks have both higher upside and more limited downside than bonds.

Why then are stocks viewed as riskier than bonds? It may be the wide acceptance of volatility as a measure of risk at universities and academia's influence on the CFA program. There could also be institutional, as well as behavioral reasons.

In a perfect world, both the investor and the mutual fund manager will have long term horizon and volatility would play no important role. But what if the investor has a short-term horizon and detests (panics in the face of) short term volatility? In this case, the mutual fund manager will have to consider short term volatility if he does not want to lose funds under management and possibly his job. He will have to abide with the desires of the investors and focus on short term volatility, thus contributing to the focus of the mutual fund industry and financial analysts in the short term.

Perhaps most of us are speculators (e.g., seeking to make a quick profit from short-term stock price movements) and not investors (e.g., taking a long-term approach to managing our portfolios)! In 2022, for example, 60% of Robinhood revenues came from the trading of options by retail investors. And as Howard Marks has said, "Much of the risk in investing comes not from the companies, institutions and securities involved. It comes from the behavior of investors".

I would like to welcome you all to this year's Conference. Thanks to your support of the Centre over the past nineteen years, we've built a successful value investing program offering student apprenticeships through the Ivey Value Fund, as well as many successful annual events, such as Conferences, Symposiums, Stock Picking Competitions, whose 2024 finalists join us today, and Value Investing Seminars with this year's Seminar to be held in Toronto from June 3<sup>rd</sup> to 7<sup>th</sup>.

I proudly welcome our panel of professional value investors Ms. Samantha McLemore, Mr. Darren Gottlieb, Mr. David Samra, Mr. Scott Barbee, Mr. Graeme Forster and Mr. Mohnish Pabrai, who will speak about value investing around the world and who are a living testament of what I have described. They will tell us how they put what I detailed above into practice in their own portfolios in a global setting.

I am also delighted to have as keynote speakers at the Conference Mr. Andi Kerenxhi, President, Ubineer Corp., Mr. Jason Zweig, Investing and Personal-Finance Columnist, The Wall Street Journal, and Mr. Fokion Karavias, Chief Executive Officer, Eurobank SA, who will give us a view of the world which is different from what we are exposed to in our everyday norms.

I would like to thank you all for joining us and hope you have an enjoyable experience at the Conference.

**Dr. George Athanassakos**

Founder & Managing Director, Ben Graham Centre for Value Investing  
Ivey Business School



# Panel of Speakers

The Ben Graham Centre's 2024 Value Investing Conference offers a panel of speakers with a proven record of success in the field of value investing. Featured speakers participating at the Conference are:

## Morning Keynote Speaker

**Andi Kerenxhi**, President, Ubineer Corp., Toronto, Ontario, Canada

## Luncheon Keynote Speaker

**Jason Zweig**, Investing and Personal-Finance Columnist, The Wall Street Journal, New York, New York, USA

## Afternoon Keynote Speaker

**Fokion Karavias**, Chief Executive Officer, Eurobank SA, Athens, Greece

## Panel of Value Investing Professionals

**Samantha McLemore**, Founder and Chief Investment Officer, Patient Capital Management, Baltimore, Maryland, USA

**Darren Gottlieb**, Managing Partner and Chief Investment Officer, Vantage Asset Management Inc., Toronto, Ontario, Canada

**David Samra**, Managing Director & Lead Portfolio Manager, Artisan Partners International Value Team, Artisan Partners, Boston, Massachusetts, USA

**Scott Barbee**, President and Portfolio Manager, Aegis Financial Corporation, McLean, Virginia, USA

**Graeme Forster**, Portfolio Manager, Orbis Investments, Bermuda

**Mohnish Pabrai**, Managing Partner, Pabrai Investment Funds, Austin, Texas, USA



# The Ben Graham Centre's 2024 Value Investing Conference

## Conference Agenda

<b>7:45am – 8:30am</b>	<b>Registration – Coffee &amp; Breakfast</b>
8:30am – 8:45am	<b>Welcoming the Delegates, Introductions and Opening Remarks</b> Dr. George Athanassakos – Defining Risk: It All Depends on Your Investing Horizon
8:45am – 9:15am	<b>Morning Keynote Speaker</b> Andi Kerenxhi – The Future of Fundamental Analysis: Can Humans and Machines Co-Exist?
9:15am – 9:25am	<b>Morning Keynote Speaker Q&amp;A</b>
<b>9:25am – 11:40am</b>	<b>Value Investor Panel 1 – Presentations and Q&amp;A</b>
9:25am – 9:30am	<b>Value Investor Panel 1 Welcome</b>
9:30am – 10:00am	Samantha McLemore – The Rumored Death of Value Investing: Complete Fabrication or Grains of Truth?
10:00am – 10:30am	Darren Gottlieb – Investing in Small Caps: Hard Work Pays Off
10:30am – 11:00am	David Samra – Accelerating Value: Lessons from Resilient Companies
11:00am – 11:20am	<b>Value Investor Panel 1 Q&amp;A</b>
<b>11:20am – 11:40am</b>	<b>2024 International MBA Stock Picking Competition – Winner Announcement</b> <b>Announcer:</b> Robert Robotti
<b>11:40am – 12:10pm</b>	<b>Lunch</b>
12:10pm – 12:15pm	<b>Luncheon Keynote Speaker Introduction</b> <b>Introduction by:</b> Jim Campbell, Author, Co-executive Producer - Netflix Docuseries: “Madoff The Monster of Wall Street” & Radio Host
12:15pm – 12:55pm	<b>Luncheon Keynote Speaker</b> Jason Zweig – "The Intelligent Investor": 75 Years Young. What Can we Learn from Graham that Still Matters?
12:55pm – 1:15pm	<b>Luncheon Keynote Speaker Q&amp;A</b>



## Conference Agenda

1:15pm – 2:00pm	<b>Coffee Break</b>
2:00pm – 3:55pm	<b>Value Investor Panel 2 – Presentations and Q&amp;A</b>
2:00pm – 2:05pm	<b>Value Investor Panel 2 Welcome</b>
2:05pm – 2:35pm	Scott Barbee – A View From the Trenches
2:35pm – 3:05pm	Graeme Forster – The Success Ratio of Superhuman Investors
3:05pm – 3:35pm	Mohnish Pabrai – Circle the Wagons
3:35pm – 3:55pm	<b>Value Investor Panel 2 Q&amp;A</b>
3:55pm – 4:00pm	<b>Afternoon Keynote Speaker Introduction</b> <b>Introduction by:</b> Jamie Lowry – Managing Director, Head of European Investments - Hamblin Watsa Investment Counsel Ltd (A Fairfax Company)
4:00pm – 4:30pm	<b>Afternoon Keynote Speaker</b> Fokion Karavias – Eurobank: A Turnaround Story
4:30pm – 4:40pm	<b>Afternoon Keynote Speaker Q&amp;A</b>
4:40pm – 4:45pm	<b>Concluding Remarks</b>



## Keynote Speakers



### **Andi Kerenxhi**

Mr. Kerenxhi is the President of Ubineer Corp., a software company revolutionizing the ubiquitous investment research process. Since its inception, Ubineer has introduced two groundbreaking solutions, AutoPilot<sup>SM</sup> and CoPilot<sup>SM</sup>. AutoPilot<sup>SM</sup> empowers investment professionals to capture their edge by automating information extraction, custom formulas computation and sector analytics. Whereas CoPilot<sup>SM</sup> provides Machine Learning and AI-driven insights to further refine and stress test our clients investment thesis and assumptions. Together, these offerings grant our clients a distinct strategic advantage in navigating the ever changing investment landscape. Before pioneering Ubineer, Andi was an Analyst and Trader at Extuple Inc. from 2013 to 2019. During this tenure, he was instrumental in co-creating and managing a thriving growth-at-a-reasonable-price (GARP) investment strategy, with a focus on establishing long-term ownership in public software companies. Simultaneously, in his role as a Trader, Andi collaborated within a compact team, developing and implementing a proprietary trading strategy designed to capture alpha from market price fluctuations. Andi Kerenxhi is a Chartered Financial Analyst and earned his Honors Bachelor of Science degree from the University of Toronto in 2012, majoring in Mathematical Finance with a concentration in the Management and Economics Stream.



### **Jason Zweig**

Mr. Zweig is an investing and personal-finance columnist for *The Wall Street Journal*. In 2003, Zweig edited the revised edition of Benjamin Graham's *The Intelligent Investor*. He is the author of *The Devil's Financial Dictionary*, a satirical glossary of Wall Street, and *Your Money and Your Brain*, on the neuroscience of financial decision-making. He also co-edited *Benjamin Graham: Building a Profession*, an anthology of Graham's essays, and assisted the Nobel Prize-winning psychologist Daniel Kahneman in writing his book *Thinking, Fast and Slow*. From 1995 through 2008 Zweig was a senior writer for *Money*; earlier, he was *Forbes'* mutual-funds editor. He has been a guest columnist for *Time*, served as a trustee of the Museum of American Finance, and sits on the editorial boards of *Financial History* and *The Journal of Behavioral Finance*. Zweig is a graduate of Columbia University, where he was a John Jay National Scholar.





### **Fokion Karavias**

Mr. Karavias holds the position of Chief Executive Officer at Eurobank and he is Member of the Board of Directors. He has served at Eurobank as Senior General Manager, Head of Group Corporate and Investment Banking, Capital Markets & Wealth Management and member of the Executive Committee (2014 - 2015), General Manager and member of the Executive Committee (2005 - 2013), Deputy General Manager and Treasurer (2002 -2005). He started his career in banking in 1991, at JP Morgan, in New York, in the market risk management division. In 1994,

he joined Citibank, in Athens, responsible for derivatives and fixed income business in Greece. In 1997, he joined Eurobank, as head of fixed income and derivatives trading. In 2000, he became Treasurer at Telesis Investment Bank. He is also Chief Executive Officer (CEO) of Eurobank Holdings and Member of the Board of Directors of Eurobank Private Bank Luxembourg S.A. He holds a Diploma in Chemical Engineering from the National Technical University of Athens, a Master's and Ph.D. in Chemical Engineering from the University of Pennsylvania, Philadelphia. He has published several papers on topics concerning his academic research. He was born in Athens in 1964.



## Panel of Value Investing Professionals



### **Samantha McLemore**

Ms. McLemore launched Patient Capital Management, LLC in 2020 to bring her differentiated approach to value investing to the institutional market. After being actively involved in markets for over two decades investing side by side with famed value investor Bill Miller, Samantha took over sole management of the business in 2023 upon Miller's retirement. Patient Capital, which previously managed institutional money, acquired the Miller Value Partner's Opportunity Equity retail strategy, along with supporting employees. Patient

Capital is a multi-billion-dollar asset management firm located in Baltimore, Maryland. Patient Capital manages the Patient Opportunity mutual fund, a private fund (Patient Partners) and separately managed accounts. Samantha started her career as an analyst at Legg Mason Capital Management. She managed portfolios at both Legg Mason and Miller Value Partners prior to starting Patient. She received her CFA designation in 2005 and graduated magna cum laude from Washington & Lee University. In 2019, 2020, and 2021 Samantha received Sauren Gold medals for excellent Fund management. In 2017, she was named one of Baltimore's 40 Under 40. Samantha has been featured in The New York Times, The Wall Street Journal, Bloomberg, Barron's, and others. She's been featured on numerous podcasts including Richer, Wiser Happier and Masters in Business. Samantha has spoken at conferences by Columbia University, the CFA Society New York, and 100 Women in Finance. Samantha is Chair of the Board of Improving Education, a nonprofit focused on early childhood literacy, a member of the Board for the Next Generation Investing Event, which raises money for a number of Baltimore educational institutions, and a member of the Board of Trustees at Washington & Lee University where she chairs the Investment Committee.



### **Darren Gottlieb**

Mr. Gottlieb co-founded Vantage Asset Management in 2009. Prior to co-founding the company, Darren successfully managed Vantage's investment strategy for 4½ years at Royal Capital Management, a boutique investment company based in Toronto. Prior to Vantage and Royal Capital Management, Darren was a member of the Alternative Strategies Group at TD Bank – more commonly known as TD Proprietary Trading. The Alternative Strategies Group was responsible for managing a portion of the

bank's internal capital. While at TD, Darren focused on long/short investment strategies and also published a number of investment opinions broadly distributed to the bank's institutional clientele. Darren started his professional career in the late 1990's in the investment banking groups at two firms, BMO Nesbitt Burns and Research Capital. Darren's focus during his investment banking years was on mergers and acquisitions and raising capital for mid-sized Canadian companies across a variety of industries. Darren holds an MBA and LLB from the Schulich School of Business and Osgoode Hall Law School. Darren lives in Toronto with his wife, Sara, and two boys, Koby and Cooper. Darren is a committed community volunteer and has been involved in a fundraising capacity with the United Jewish Appeal of Greater Toronto for many years. Darren is currently a member of the Campaign Executive and co-chairs the Major Gifts Division.



### **David Samra**

Mr. Samra is a managing director of Artisan Partners and founding partner of the Artisan Partners International Value Team. He is lead portfolio manager of the Artisan International Value Fund, which he has managed since the portfolio's inception in September 2002. Mr. Samra also was co-portfolio manager for the Global Value Fund from its inception in December 2007 through September 2018. Under Mr. Samra's leadership, the team was nominated six times (in 2008, consecutively from 2011-2014 and again in 2016) for Morningstar, Inc.'s International-Stock Fund Manager of the Year award in the US and won the award in 2008 and 2013. The team was also named EAFE Equity Investment Manager of the Year in 2015 and 2016 by Institutional Investor. Investor's Business Daily recognized the Artisan International Value Fund in 2021 and 2022 as one of the best international stock mutual funds for outperforming the MSCI EAFE index over the last one-, three-, five- and ten-year periods. In 2023, the team received three Lipper Fund Awards, recognizing it for consistently strong risk-adjusted performance over the three-, five- and ten-year time periods relative to Lipper's International Large-Cap Value Funds category. Prior to joining Artisan Partners in May 2002, Mr. Samra was a portfolio manager and a senior analyst in international equities at Harris Associates LP from August 1997 through May 2002. Earlier in his career, he was a portfolio manager with Montgomery Asset Management, Global Equities Division. Mr. Samra holds a bachelor's degree in finance from Bentley College and a master's degree in business administration from Columbia Business School.



### **Scott Barbee**

Mr. Barbee has been Portfolio Manager of the Aegis Value Fund since its inception in 1998 and is the controlling shareholder of Aegis Financial Corporation. Prior to Aegis, Mr. Barbee worked as an analyst covering oilfield services at Simmons & Company, and later as a generalist with deep value advisor Donald Smith & Company. Mr. Barbee received his M.B.A. from the Wharton School at the University of Pennsylvania and holds a B.S. degree in Mechanical Engineering and a B.A. degree in Economics from Rice University.



### **Graeme Forster**

Mr. Forster joined Orbis in 2007. Based in Bermuda, he directs client capital in the Orbis Global Equity Strategy and has overall accountability for the Orbis International Equity and Optimal Strategies. Graeme holds a Master of Arts (Honours) in Mathematics (University of Oxford), Doctor of Philosophy in Mathematical Epidemiology and Economics (University of Cambridge) and is a Chartered Financial Analyst.



## **Mohnish Pabrai**

The Pabrai Investment Funds (PIF) were inspired by the original 1950s Buffett Partnerships and are a close replica of the original Buffett Partnership Rules. The Pabrai Funds Managing Partner, Mohnish Pabrai, is an ardent disciple of Warren Buffett and closely follows Buffett's principles on value investing and capital allocation. From inception in 1999 through September 2023, a \$100,000 investment in Pabrai Funds had grown to \$1.84 million (after all fees and expenses). This equals to an annualized gain of 12.8% versus

6.8% for the S&P 500. Mr. Pabrai was the Founder/CEO of TransTech, Inc. - an IT Consulting and Systems Integration company. Founded in his home in 1990, Pabrai bootstrapped the company to over \$20 million in revenue when it was sold in 2000. TransTech was recognized as an Inc. 500 company in 1996. Pabrai has been profiled by Forbes and Barron's and appeared frequently on CNN, PBS, CNBC, Bloomberg TV and Bloomberg Radio. He has been quoted by various leading newspapers including USA Today, The Wall Street Journal, The Financial Times, The Economic Times and The Times of India. He is the author of two books on value investing, The Dhandho Investor and Mosaic: Perspectives on Investing. The Dhandho Investor has been translated into German, Mandarin, Japanese, Thai, Korean, Vietnamese, and Spanish. Mr. Pabrai is the winner of the 1999 KPMG Illinois High Tech Entrepreneur award given by KPMG, The State of Illinois, and The City of Chicago. He is a member of the Young President's Organization (YPO) and a charter member of the IndUS Entrepreneurs (TiE). Mr. Pabrai is the Founder and Chairman of The Dakshana Foundation which is a public US 501c(3) charity. Dakshana focuses on poverty alleviation through education. Dakshana alleviates poverty by identifying brilliant but impoverished teenagers and providing intensive coaching for 1-2 years for the IIT and medical entrance exams in India. Since inception in 2007, the IITs have accepted 3066 Dakshana Scholars. Since inception, 5768 of our scholars have been accepted by the IITs, AIIMS, and various medical colleges (out of a total universe of 7271), a success rate of 79%. Since 2016, various government medical colleges have accepted 1530 Dakshana Scholars, including 384 at AIIMS, the Harvard Medical School of India. Mohnish loves playing duplicate bridge and received his first lifetime ban in 2019 from playing Blackjack at a Las Vegas Casino. He lives in Austin, Texas.



# VALUE INVESTING

---

FROM THEORY TO PRACTICE



GEORGE ATHANASSAKOS

Foreword by Prem Watsa



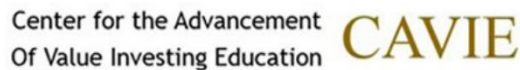
# Thank you to our Donors

## PLATINUM SPONSORS



TURTLE CREEK

## GOLD SPONSORS



## SILVER SPONSORS

