



Templeton & Phillips Capital Management, LLC  
- A Different Perspective -

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## INVESTING THE TEMPLETON WAY

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## Templeton & Phillips Capital Management, LLC: Firm History

In 2001, Lauren Templeton founded Templeton Capital Management, LLC, a value-investing boutique based in Atlanta, GA. Beginning with \$30M in seed capital from investment legend Sir John Templeton, the firm launched through managing long/short equity and concentrated long-only equity strategies on behalf of Sir John and his philanthropies.

In 2007, the firm relocated to Chattanooga, TN, expanding into long-only separately managed accounts for high-net-worth individuals and institutions outside of the Templeton philanthropies. Applying the same strategies and methods learned under the mentorship of Sir John, the firm added global and international strategies for concentrated long-only portfolios.

In 2014, Scott Phillips became the firm's Chief Investment Officer known today as Templeton and Phillips Capital Management, LLC. In 2020, the firm launched the Templeton & Phillips Partners Fund, LLC, a long/short equity fund focused on global value. In February 2025, the firm launched the TP Marval India Fund, LP, an India focused private fund in partnership with Marval Capital, with offices in Toronto and Mumbai.

With approximately \$300M in assets, the firm continues to serve high-net-worth individuals and institutions through the management of its private funds and separately managed accounts.





“If you want to have a better performance than the crowd, you must do things differently from the crowd.”

Sir John Templeton





“Bull markets are born on pessimism, grow on skepticism, mature on optimism, and die on euphoria. The time of maximum pessimism is the best time to buy, and the time of maximum optimism is the best time to sell.”

Sir John Templeton





“Never adopt permanently any type of asset or selection method. Try to stay flexible, open-minded, and skeptical. Long-term top results are achieved only by changing from popular to unpopular the types of securities you favor and your methods of selection.”

Sir John Templeton



## Investing the Templeton Way (McGraw Hill, 2008) Chapter Summary

- The First Trade in Maximum Pessimism (World War II)
- The First to Spot the Rising Sun (Japan 1950s-60s)
- The Death of Equities or the Birth of a Bull Market? (U.S. Early 1980s)
- No Trouble to Short the Bubble (Dotcom Shorts / IPO Lockup Expiry)
- Crisis Equals Opportunity (September 11 / Airline shares)
- History Rhymes (Asian Financial Crisis)
- When Bonds are Not Boring (Dotcom / Treasury Strips with Borrowed Yen)
- The Sleeping Dragon Awakens (Early 1990s / China's Economic Opening)



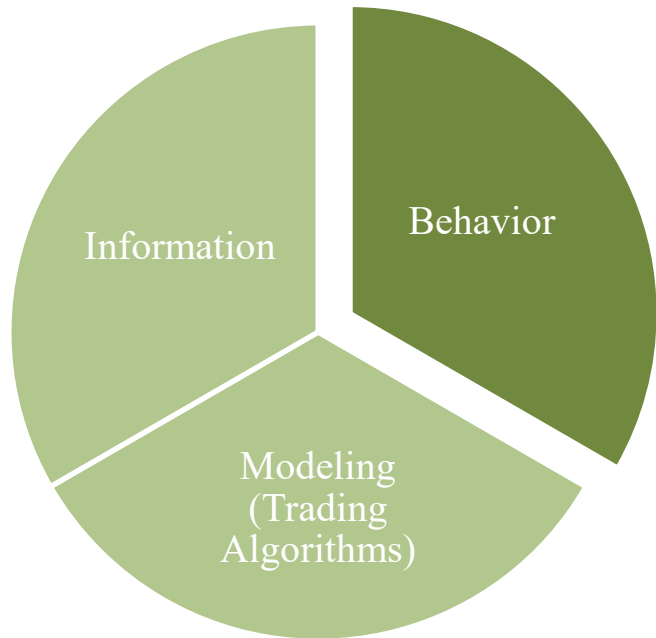


## Trouble is Opportunity

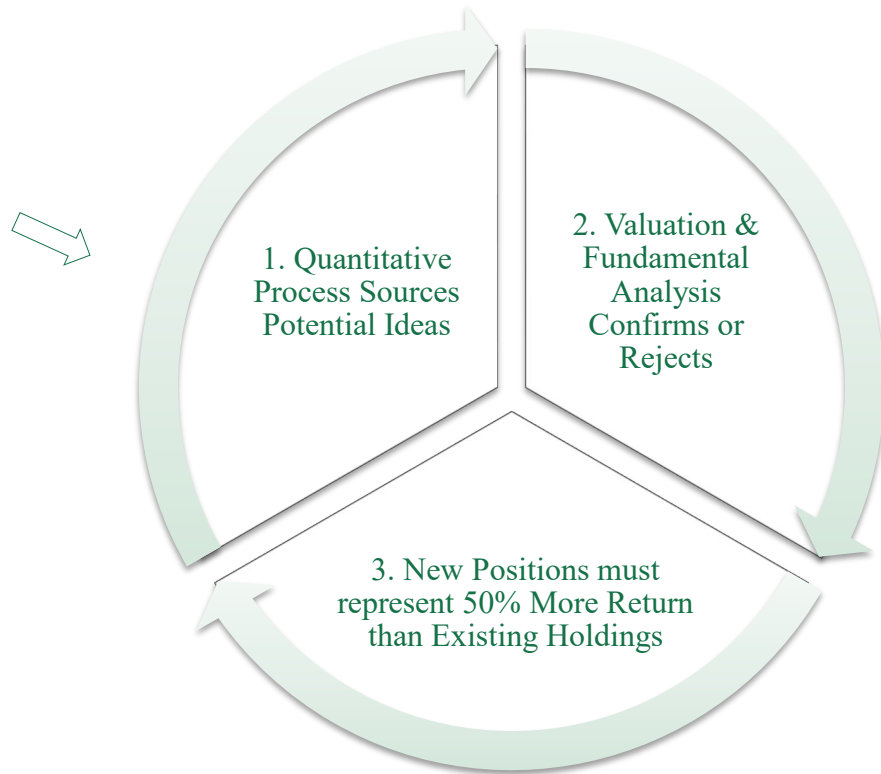
- Attack on Pearl Harbor (1941)
- Korean War (1950)
- President Eisenhower's Heart Attack (1955)
- Blue Monday (1962)
- Cuban Missile Crisis (1962)
- President Kennedy Assassination (1963)
- Recession & Bear Market (1969-70)
- OPEC & Stagflation (1973-74)
- Inflation Crisis (1978-80)
- Volcker Double Dip Recession (1981-82)
- Black Monday 1987 Crash
- United Airlines LBO Failure (1989)
- Persian Gulf War (1990)
- Tequila Crisis (1994)
- Asian Financial Crisis (1997-98)
- Dotcom Bubble Burst (2000-2002)
- September 11 (2001)
- Great Financial Crisis 2008-2009
- Flash Crash (2010)
- European Debt Crisis (2010 - 2011)
- Oil Price Crash (2014)
- Rate Hike Panic / Trade War (2018)
- COVID-19 Crash (2020)
- War in Ukraine
- Inflation and Rate Hike Selloff (2022)
- Silicon Valley Bank, Credit Suisse (2023)



## Broad Investment Strategy: 3 Sources of Alpha



## Templeton & Phillips Process: Behavioral Focus

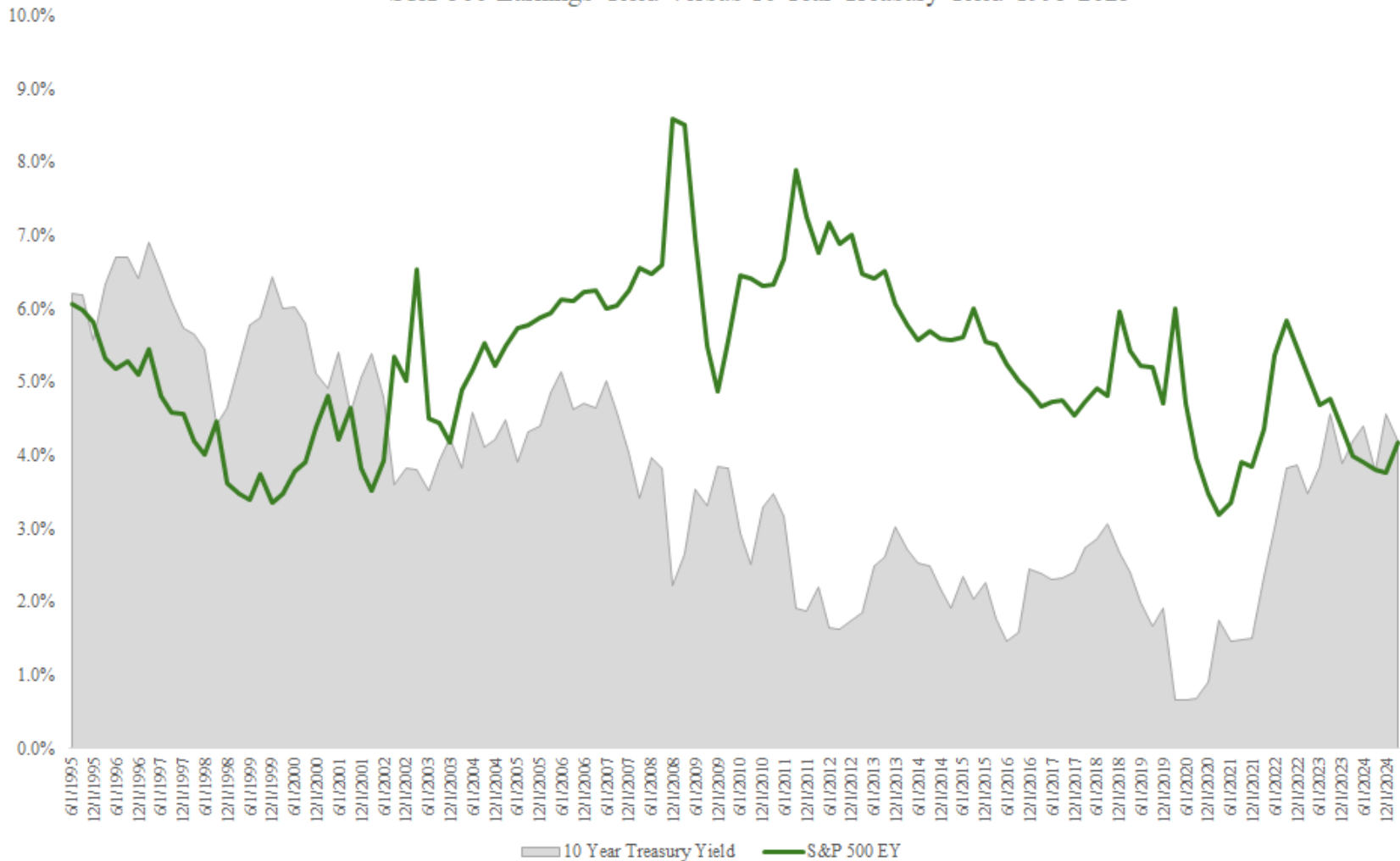


Source: Behavioral Finance and Sources of Alpha, Russell J. Fuller



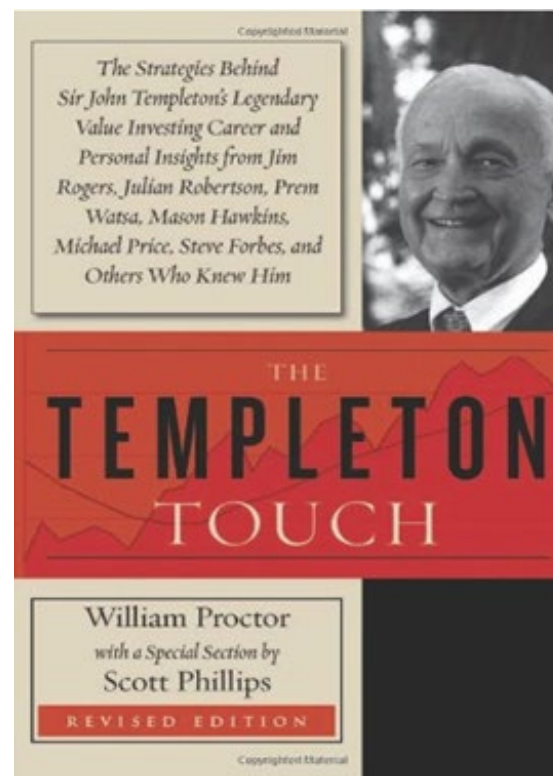
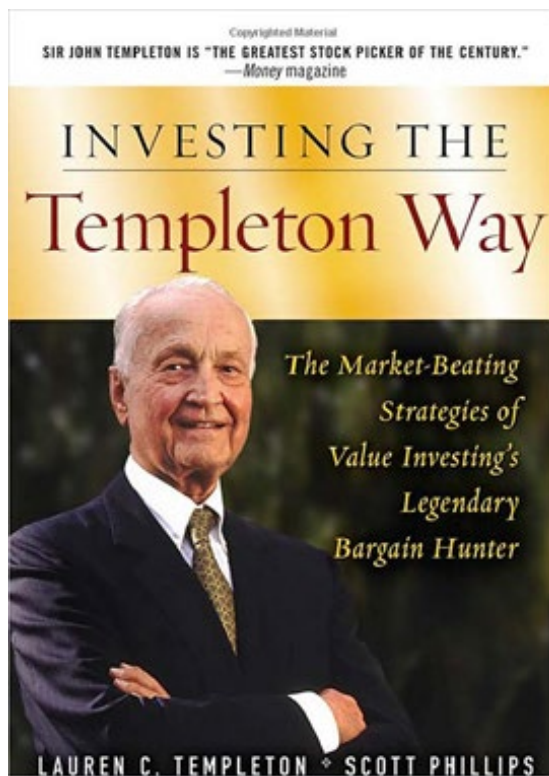
# INVESTING THE TEMPLETON WAY

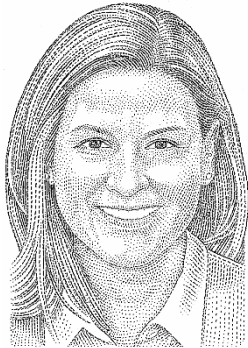
## S&P 500 Earnings Yield versus 10 Year Treasury Yield 1995-2025



Source: Bloomberg







**LAUREN C. TEMPLETON**

Lauren C. Templeton is the founder and president of Templeton & Phillips Capital Management, LLC; a value investing boutique located in Chattanooga, Tennessee. Ms. Templeton currently serves on the Board of Directors at Fairfax Financial Holdings, the Board of Directors at Fairfax India Holdings Corporation, the Board of Directors of Canadian Solar, and the Board of Directors of Recurrent Energy.

Ms. Templeton is the great niece of Sir John M. Templeton and serves as Board Chair of the Board of Trustees of the John Templeton Foundation. She is also a current member of the Templeton World Charities Foundation and a Trustee of Templeton Religion Trust. Ms. Templeton is the co-author of *Investing the Templeton Way: The Market Beating Strategies of Value Investing's Legendary Bargain Hunter*. She received a B.A. in Economics from the University of the South.



**D. SCOTT PHILLIPS, JR.**



Scott Phillips is a Principal and Chief Investment Officer at Templeton and Phillips Capital Management, LLC. Mr. Phillips also serves as Managing Member to the Templeton and Phillips Partners Fund, LLC.

Prior to joining Templeton and Phillips, Mr. Phillips owned and operated Cumberland Capital, a firm providing equity research to global and emerging market hedge funds. Before Cumberland Scott served as the lead analyst on a Hard Assets Fund and an Emerging Markets Fund at Green Cay Asset Management in Nassau, Bahamas. Prior to Green Cay, Scott was a research associate at SunTrust Robinson Humphrey (and its predecessor firms: SunTrust Equitable Securities, and Robinson Humphrey).

Mr. Phillips is a member of the John Templeton Foundation, and serves on several committees including: Investment Advisory Sub-Committee, Finance Committee, as well as Chair of the Board of Trustees for the Templeton Foundation, Inc., and as a member of its Audit Committee.

Scott is the author or coauthor of three investment related books, including *Investing the Templeton Way* (McGraw Hill, 2008), *Buying at the Point of Maximum Pessimism* (Pearson, 2010), and coauthor to the revised edition of *The Templeton Touch* (Templeton Press, 2012).

Mr. Phillips received his B.A. from Sewanee: The University of the South.



## DISCLOSURES

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### **Past performance is not indicative of future results.**

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The comparative benchmarks represent past performance and are utilized on the statement solely for comparative purposes and are not indicative of future results. The MSCI ACWI (All Country World Index) Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed and emerging markets. The Hedge Fund Research Global Index is designed to be representative of the overall composition of the hedge fund universe. It is comprised of all eligible hedge fund strategies; including but not limited to convertible arbitrage, distressed securities, equity hedge, equity market neutral, event driven, macro, merger arbitrage, and relative value arbitrage. The strategies are asset weighted based on the distribution of assets in the hedge fund industry. The volatility of these indices could be materially different from our portfolio. The indices do not reflect fees and expenses and they are not available for direct investment.

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