
Westwood Holdings Group, Inc.

Fourth Quarter 2014 Conference Call

February 4, 2015



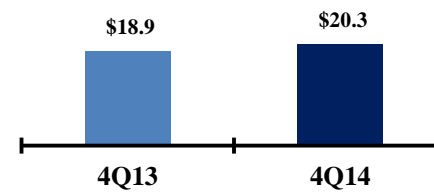
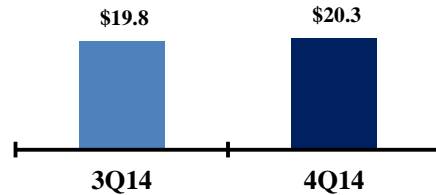
Fourth Quarter & Full Year 2014 Review

Sequential Quarters

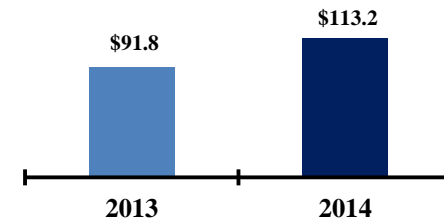
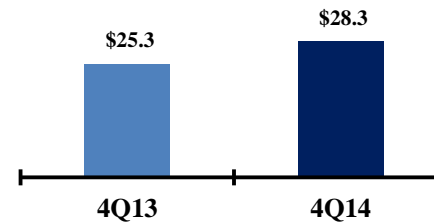
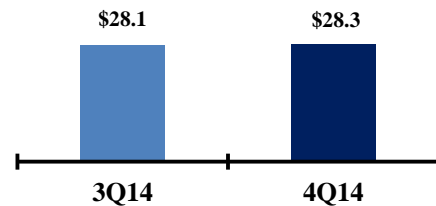
Year over Year

Fiscal Year

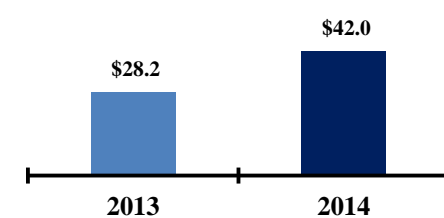
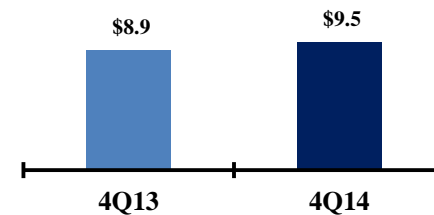
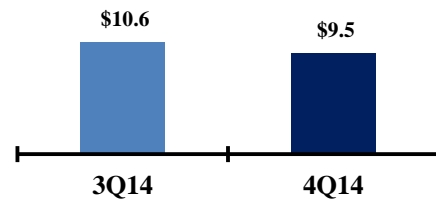
AUM⁽¹⁾
(\$ in billions)



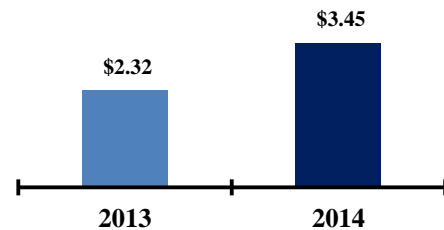
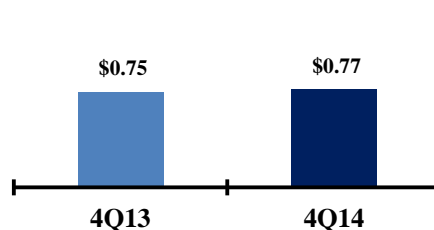
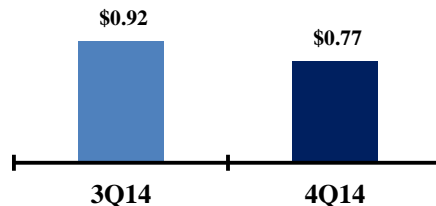
Total Revenues⁽²⁾
(\$ in millions)



Pretax Income
(\$ in millions)



GAAP EPS
(Diluted)



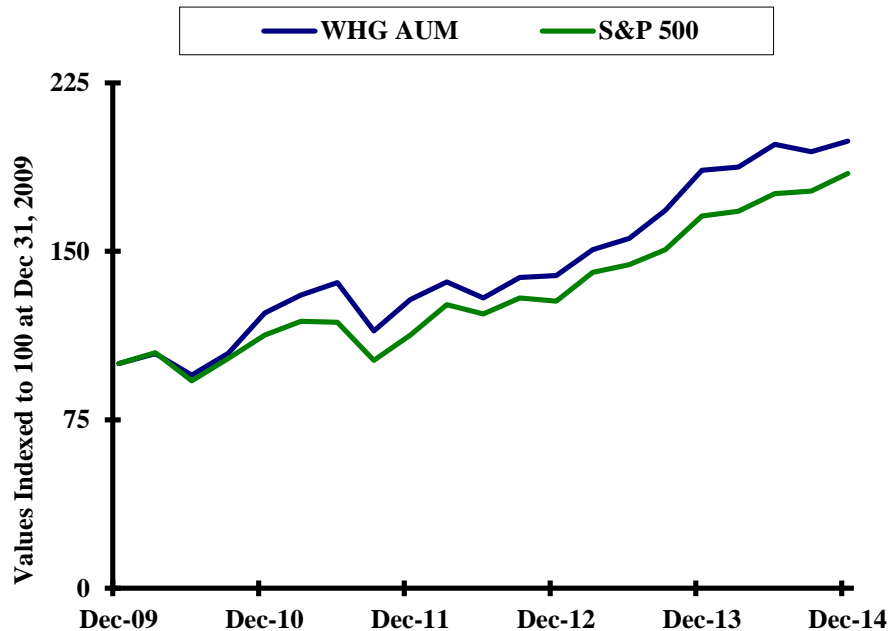
(1) Assets under management

(2) Total revenue includes an annual performance fee of \$2.5M in 2013 and \$3.8 in 2014

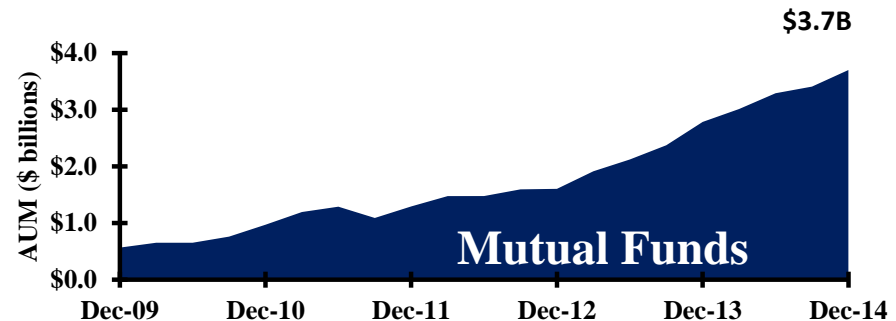
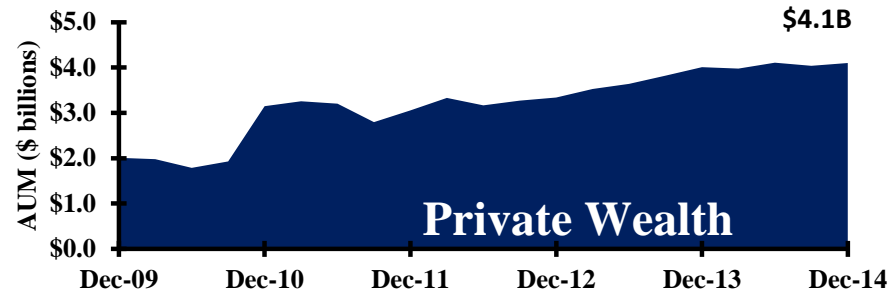
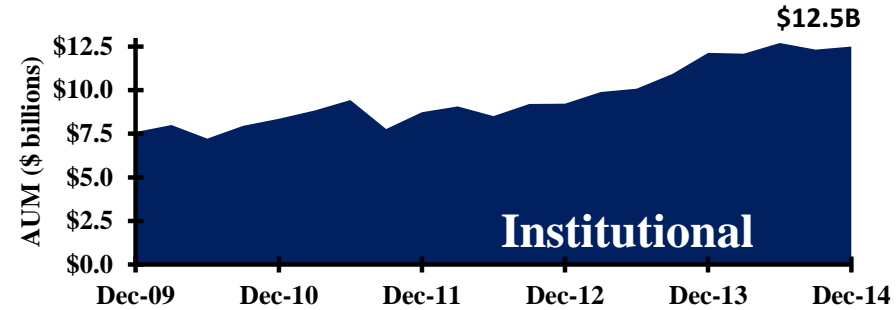


Growth in Assets Under Management

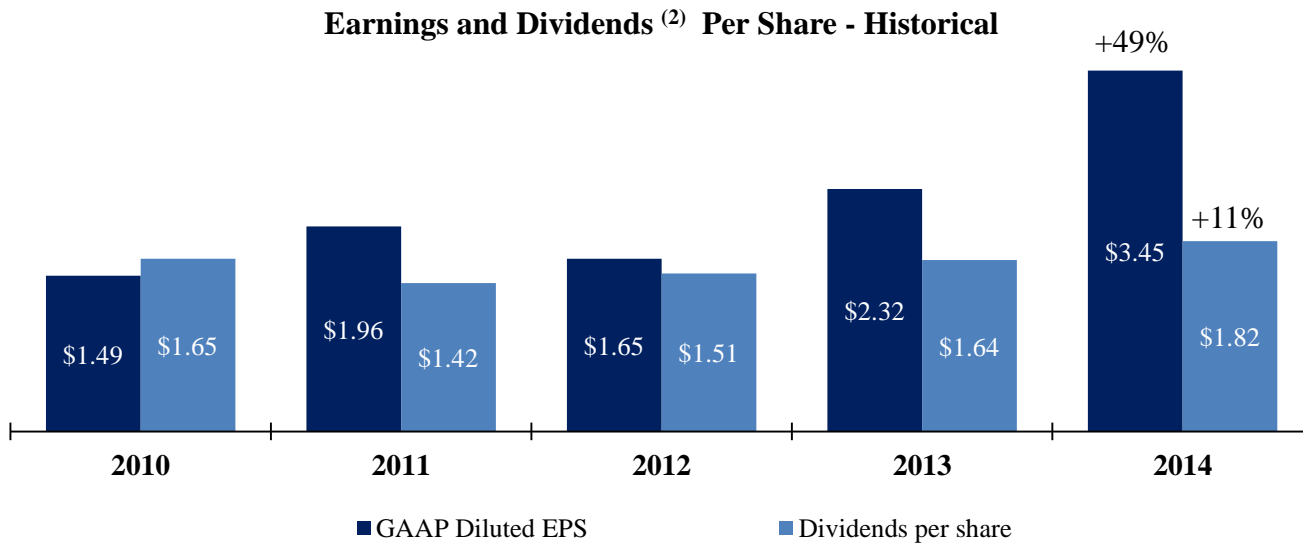
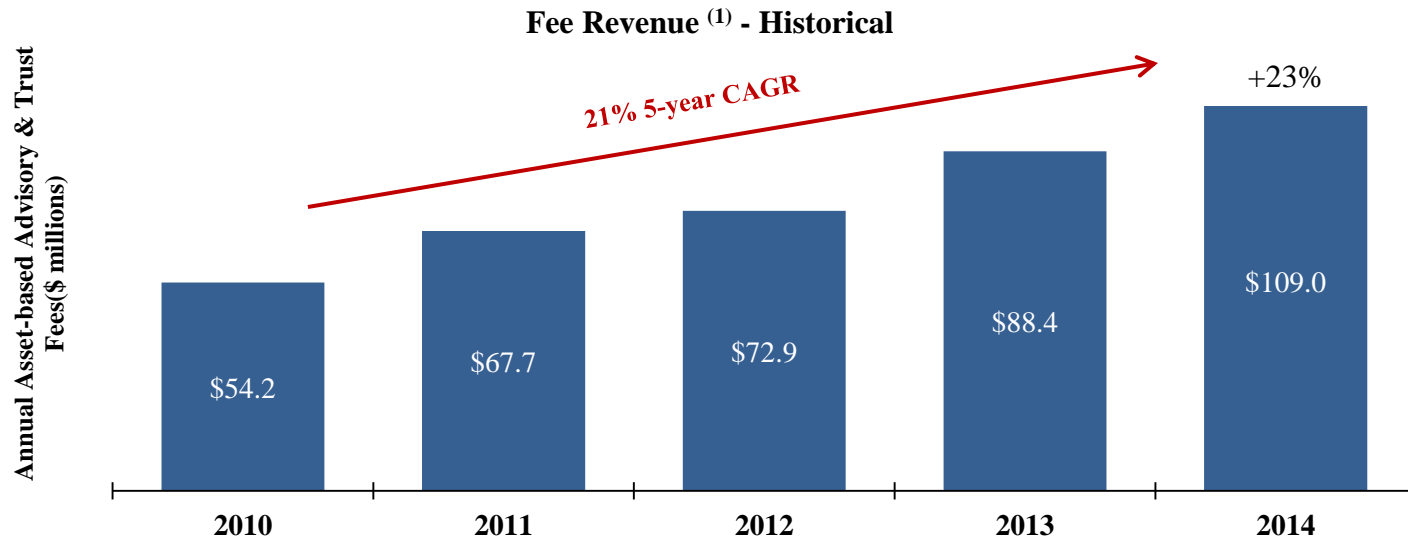
Five-Year AUM Growth vs. S&P 500



\$20.3 Billion AUM at 12/31/14



Financial Trends

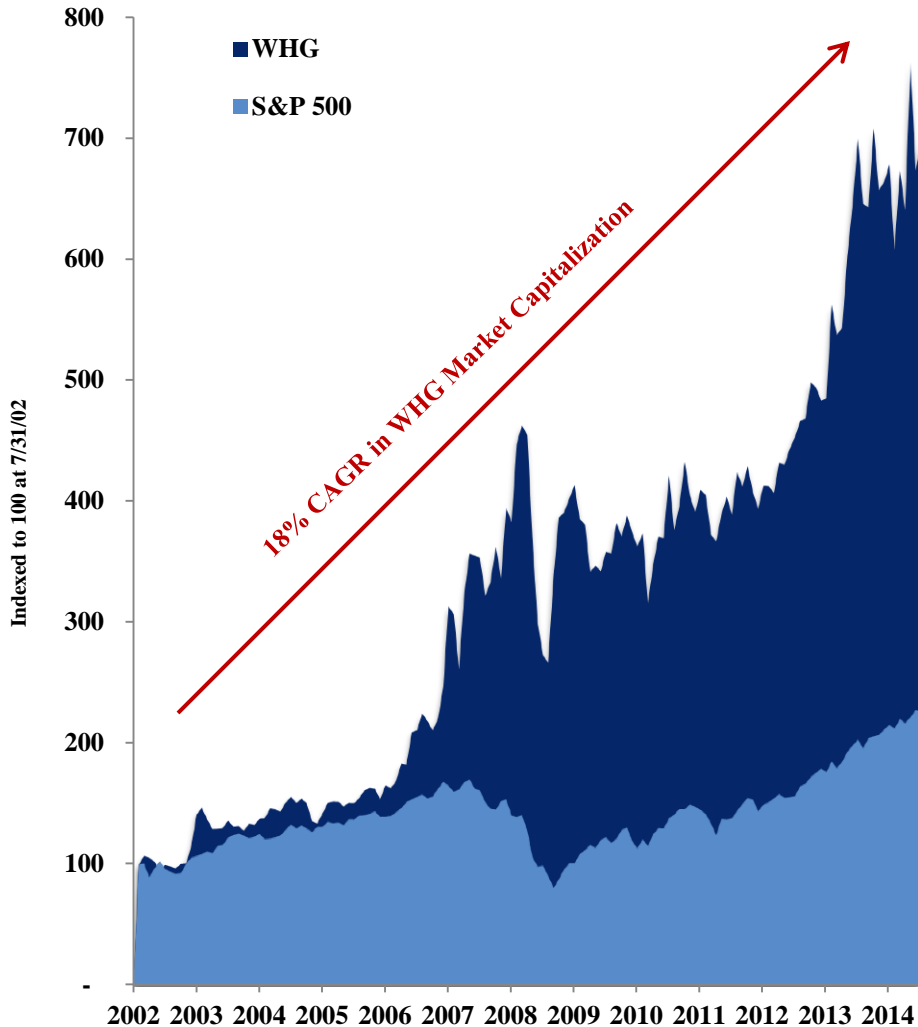


(1) Asset based fee revenue, excluding performance fees.

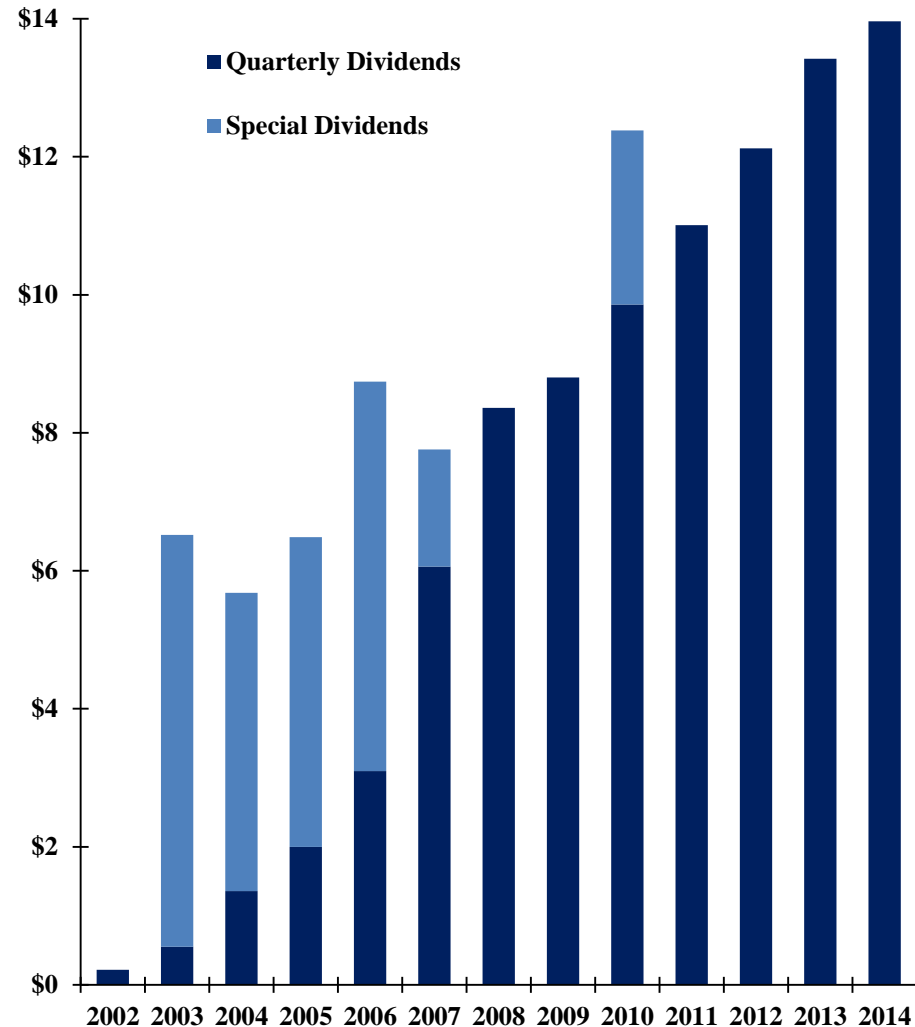
(2) Includes special dividends and prior years EPS have been revised for immaterial error. See our 10-Q filed with the SEC on October 23, 2014

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,” “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: our ability to identify and successfully market services that appeal to our customers; the significant concentration of our revenues in a small number of our 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 investment strategies; 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 reports, including but not limited to, its annual report on Form 10-K for the year ended December 31, 2013, Form 10-Q for quarters ended March 31, 2014, June 30, 2014 and September 30, 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.