



## Form ADV Part 2A

**FOURPOINTS** Asset Management, Inc.  
One Penn Plaza, Suite 1628  
New York, NY 10119

Tel: (212) 687-3290  
Fax: (212) 687-3418  
[www.fourpointsam.com](http://www.fourpointsam.com)

Other-than-Annual-Update Brochure dated July 24, 2017

With Brochure for the Fiscal Year Ended  
December 31, 2016

Filed on July 24, 2017

This brochure provides information about the qualifications and business practices of FOURPOINTS Asset Management, Inc. If you have any questions about the contents of this brochure, please contact us at (212) 687-3290, ext. 308, or (212) 991-6224, or email us at [Preisichour@fourpointsam.com](mailto:Preisichour@fourpointsam.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

Additional information about FOURPOINTS Asset Management, Inc. also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

FOURPOINTS Asset Management, Inc. is a registered investment adviser. Registration as an investment adviser does not imply a certain level of skill or training.

## Item 2: Material Changes

The United States Securities and Exchange Commission's "Amendments to Form ADV", published on July 28, 2010, provided for revised disclosure requirements for SEC registered investment advisors. Our ADV, Part 2A, the Brochure, and Part 2B, the Brochure Supplement, will be updated in accordance with these revised SEC disclosure requirements.

This Brochure, dated May 15, 2017, is an updated Brochure, Part 2a and Part 2b, the Brochure Supplement which contains material changes effective up to May 15, 2017, and includes material changes for the fiscal year ended December 31, 2016.

### Material changes for the year-to-date to July 24, 2017

The firm's ownership schedule has been corrected to reflect the fact that the common shares owned by Patricia Reischour (1.00%) and Louiza Ferrara (4.00%) that were re-purchased by the company effective September 12, 2016, are now Treasury stock and are not issued and outstanding shares owned FOURPOINTS Asset Management, Inc.

The audited financial statements for the year 2016 which ended December 31, 2016, for The Philippe Fund U.S. Equities, LLC contained an unqualified opinion. The audited financial statements for the year 2016 which ended December 31, 2016, for The Philippe Fund International Equities, LLC contained an unqualified opinion. The audited financial statements for the year 2016 which ended December 31, 2016, for The FOURPOINTS AM - Euro Global Leaders, LLC contained an unqualified opinion. The audited financial statements for December 31, 2016, for all three funds were sent out to the investors in the funds on or before April 28, 2017.

### Since the last annual update, dated December 31, 2015, the Brochure has been amended to reflect the following material changes during the year ended December 31, 2016:

Effective October 21, 2016, Muriel Faure resigned as a Director of FOURPOINTS Asset Management, Inc.

Effective September 12, 2016, the common shares of the company owned by Patricia Reischour (1.00%) and Louiza Ferrara (4.00%) were re-purchased by the company.

Effective July 1, 2016, the preferred shares of the company owned by the Philippe Family LLC, Michel Raud, and the Societe Civile Charlie were re-purchased by the company.

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#### Item 4: Advisory Business

FOURPOINTS Asset Management, Inc. has been a registered investment advisor since January 1982. The firm has been managing equity portfolios for U.S. institutions and high-net-worth (HNW) individuals since then. FOURPOINTS Asset Management's sole business is managing equity portfolios. Today, FOURPOINTS Asset Management offers discretionary investment management services to:

- U.S. tax-exempt institutional clients, such as foundations, HNW private clients including trust accounts, and commingled funds (LLCs).

Discretionary Assets Under Management at December 31, 2016: **\$111,420,525**

#### FOURPOINTS Asset Management's Majority Owners:

Béatrice Philippe & the Philippe Family Partnership:	67.37%
Michel Raud:	26.32%

#### Additional Owners:

FOURPOINTS Investment Managers, S.A.S.	6.31%
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Note: Beatrice Philippe is President and Chief Investment Officer of FOURPOINTS Asset Management, Inc. Beatrice Philippe is also President and a Director of FOURPOINTS Investment Managers, S.A.S.

Michel Raud is Chief Executive Officer, Chief Compliance Officer, and a Director of FOURPOINTS Investment Managers, S.A.S. Michel Raud is also a Director of FOURPOINTS Asset Management, Inc.

#### Item 5: Fees and Compensation

- FOURPOINTS Asset Management, Inc. is compensated for investment management services by fees from our clients. FOURPOINTS Asset Management's fees are calculated based on calendar quarter-end assets in the portfolios and may also be calculated on the average of month-end assets during the quarter. We bill in arrears. If a client terminates the investment management agreement during the quarter, fees are pro-rated, based on the number of days the client's portfolio was under active management during the quarter. Fees are also pro-rated in the same manner for a new client whose assets we begin to manage during a quarter. Our fees range from 0.75% of assets to 1.00% of assets and are calculated quarterly.
- Investment management fees are deducted from our HNW private clients' assets after each calendar quarter. The invoices are sent with the quarterly reports and fees are deducted one week after the reports are mailed to the clients. Investment management fees are deducted from The FOURPOINTS AM - Euro Global Leaders, LLC, The Philippe Fund International Equities, LLC, and The Philippe Fund U.S. Equities, LLC by our custodian bank, upon receipt

of the signed quarterly fee authorization from FOURPOINTS Asset Management, Inc.

C. Other fees or expenses:

1. For discretionary and non-discretionary accounts:

FOURPOINTS' investment management fees are exclusive of brokerage commissions, transaction fees, and other related costs and expenses, which shall be incurred by the client. Clients may incur certain charges imposed by custodians, brokers, third party investment and other third parties, such as fees charged by managers, custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Mutual funds and exchange traded funds also charge internal management fees, which are disclosed in a fund's prospectus.

Such charges, fees and commissions are exclusive of and in addition to FOURPOINTS' investment management fee, and FOURPOINTS shall not receive any portion of these commissions, fees, and costs.

Returns available to investors in The FOURPOINTS AM - Euro Global Leaders, LLC, The Philippe Fund International Equities, LLC, and The Philippe Fund U.S. Equities, LLC are net of fees. In addition to management fees, the fees applicable to our commingled funds are audit and tax return preparation fees and custody fees.

D. FOURPOINTS Asset Management, Inc. does not require clients to pay any fees in advance of the inception of active asset management.

E. FOURPOINTS Asset Management, Inc. and its supervised persons do not accept compensation for the sale of securities or other investment products, including asset-based sales charges, or service fees from the sale of mutual funds.

Item 6: Performance-Based Fees and Side-by Side Management

FOURPOINTS Asset Management, Inc. and its supervised persons do not accept performance-based fees that are based on a share of capital gains on or capital appreciation of the assets of a client.

Item 7: Types of Clients

FOURPOINTS Asset Management, Inc. provides investment management services to U.S. tax-exempt institutional clients, such as foundations, as well as commingled funds, trust accounts, and HNW private clients.

Item 8: Methods of Analysis, Investment Strategies and Risk of Loss

- A. FOURPOINTS Asset Management uses a bottom-up, fundamental analysis approach to stock selection, including financial statement analysis and various valuation techniques, such as discounted cash flow, price-to-earnings and price-to-cash flow analysis to identify strong market leaders in growth industries.

FOURPOINTS Asset Management manages assets in long-only U.S., European, and international equity portfolios.

- B. FOURPOINTS Asset Management manages equity portfolios which are subject to the general risks associated with portfolios invested in equities. Examples of risks include, but are not limited to, the following:

- There is a risk of loss of principal.
- There are no guarantees that the expectations of the FOURPOINTS portfolio managers with regard to individual securities or companies will be realized.
- There is a risk that securities purchased will not perform as expected.
- There is a risk that securities may rebound after sale from the portfolio and the portfolio will not get the benefit of that price appreciation.

- C. For portfolio styles which include foreign securities, the portfolios are subject to the risks of foreign equities in general. Examples of risks include, but are not limited to, the following:

- There is a risk that the value of an investment in foreign stocks will decline based on unfavorable changes in currency exchange rates.
- There is a risk that events in a particular country (e.g. political upheaval, natural disasters, or financial events) might cause stock prices in that country to fall.
- There is a risk that investors may become concerned about political stability, human rights issues or health issues in a particular country.

Item 9: Disciplinary Information

FOURPOINTS Asset Management, Inc. and its management personnel have not been involved in any legal or disciplinary events that are material to a client's or a prospective client's evaluation of its advisory business or the integrity of its management.

## Item 10: Other Financial Industry Activities and Affiliations

### FOURPOINTS Investment Managers, S.A.S.

FOURPOINTS Investment Managers, S.A.S., a registered investment adviser, is FOURPOINTS Asset Management's advisory affiliate based in Paris, France.

FOURPOINTS Investment Managers, S.A.S. was formed following the May 30, 2012 merger between two French investment managers, PIM Gestion France, S.A. and IT Asset Management, S.A. FOURPOINTS Investment Managers, S.A.S. provides investment research, trade settlement and reconciliation, portfolio accounting and performance calculations. FOURPOINTS Investment Managers, S.A.S. also provides investment management services with respect to non-U.S. assets to The Philippe Fund International Equities, LLC and The FOURPOINTS AM - Euro Global Leaders, LLC under a sub-advisory agreement with FOURPOINTS Asset Management, Inc. FOURPOINTS Investment Managers, S.A.S. is an SEC-registered investment advisor and is also registered with the Autorités des Marchés Financiers (AMF), the French regulatory body which is equivalent to the SEC.

FOURPOINTS Asset Management, Inc. provides **research services** (NOT investment advice) for several fully discretionary U.S. equity mandates for FOURPOINTS Investment Managers, S.A.S. under the above-mentioned sub-advisory agreement. FOURPOINTS Asset Management, Inc. is compensated by a fee which ranges from 0.04% to 0.05% of the annual fee paid by the discretionary mandates to FOURPOINTS Investment Managers, S.A.S.

### SeaBridge Investment Advisers, LLC

FOURPOINTS Asset Management, Inc. has a sub-advisory agreement with SeaBridge Investment Advisers LLC, a registered investment advisor, for the management of our separate account HNW private clients in the SeaBridge Core Global and SeaBridge Yield Growth strategies. Garnett Keith, CEO and founder of SeaBridge Investment Advisers LLC, is a Director of FOURPOINTS Asset Management, Inc.

FOURPOINTS Asset Management, Inc. does not recommend or select other investment advisers for our clients.

## Item 11: Code of Ethics, Participation or Interest in Client Transactions and Personal Trading

### A. Code of Ethics

All employees are given a written copy of the firm's Code of Ethics at the time they are hired. Employees are required to return a signed copy of our Code of Ethics to our Compliance Officer.

Below are the salient points in FOURPOINTS Asset Management's Code of Ethics:

"At the time each of you was hired, we stressed to you the importance of maintaining the highest standards of ethics in the conduct of our business, consistent with the tradition established by our company. We advised you that

we remain committed to limiting the size of our organization for a variety of reasons; key among them being our desire to maintain strict supervision and control over all aspects of the organization's activities to insure that these standards are met consistently. We made it quite clear that we would dismiss anyone who was found to violate our high standards of business ethics."

"As part of your training you were taught the nature of our fiduciary responsibilities and the regulations which apply to our business. You were told that we were hired by our clients to provide the best investment advice and management services possible consistent with the guidelines outlined in each client agreement. We explained our investment philosophy to you, and pointed out that we apply the same prudent philosophy to all the portfolios which we advise, including family accounts and FOURPOINTS Asset Management, Inc. accounts. You were told that it is our policy to treat all accounts equitably. We also stressed the need to respect client and vendor confidentiality agreements, and you were instructed not to talk about our firm's activities outside the line of business."

"We explained that we take pride in the long-standing relationships developed with brokers, research organizations, and professional individuals around the world who assist us in the performance of our activities. From the time these relationships were established, great care has been taken to avoid any possible conflicts of interest."

"Specifically, we have established the following policies:

- (1) Employees are prohibited from engaging in "insider trading."
- (2) Employees with access to knowledge of stocks intended for purchase or sale on behalf of clients may not buy or sell these stocks for their own account less than 48 hours ahead of client transactions. All analysts and portfolio managers must report their personal trading activity to the Office Manager on a quarterly basis. Employees must obtain permission from the Chief Compliance Officer when buying or selling any security held in clients' portfolios.
- (3) We work with brokers that provide the best combination of quality research, best execution, and lowest commission rates; commissions and executions are supervised closely by management.
- (4) Employees are not allowed to receive gifts valued in excess of \$150 from brokers or other vendors. It is, however, appropriate to accept brokers' or other vendors' invitation to meals in connection with meetings or seminars.
- (5) While it is appropriate to invite clients to meals or the theater in conjunction with business meetings, employees are not permitted to give clients gifts valued in excess of \$150."

#### B. FOURPOINTS Asset Management, Inc. and Related Persons

From the FOURPOINTS Asset Management, Inc. Compliance Manual:

Employee Pre-Clearance and Reporting of Securities Trades and Holdings:

- **Pre-Clearance.** Employees may not purchase or sell any



Security without first:

- completing a Preclearance of Securities Trade Form and providing it to the Chief Compliance Officer; and,
- obtaining preclearance from the Chief Compliance Officer.
- **Exemptions.** The preclearance requirements shall not apply to the following transactions:
  - Purchase or sale of Securities over which the Employee has no direct or indirect influence or control;
  - Purchase or sale of Securities that are non-volitional on the part of the Employee (e.g., purchases made pursuant to an automatic dividend reinvestment plan);
  - Purchase or sale of Securities that are not eligible for purchase by any Client; and
  - Purchase of Securities effected upon the exercise of rights issued by an issuer pro rata to all holders of a class of its Securities.
- **Employee Reporting.** Each employee shall report on the Securities Transaction Report Form all transactions in Securities in which such employee has acquired any direct or indirect Beneficial Ownership, **unless** such report would duplicate information contained in trade confirmations or account statements that FOURPOINTS Asset Management, Inc. holds in its records, provided FOURPOINTS Asset Management, Inc. has received those confirmations or statements not later than 30 days after the close of the calendar quarter in which the transaction takes place.
- **Exemptions to Access Person Reporting.** Transactions and holdings in the following securities do not have to be reported:
  1. transactions and holdings in direct obligations of the U.S. government
  2. Money market instruments, bankers' acceptances, bank certificates of deposit, commercial paper, repurchase agreements and other high quality short-term debt instruments.
  3. Shares of money market funds
  4. Transactions and holdings in shares of open end funds, such as mutual funds, unless the adviser (i.e., Philippe) or a control affiliate acts as the investment adviser or principal underwriter for the fund. Thus, open-end funds registered in the U.S. can be excluded, but not closed-end funds or offshore funds, which must be reported.
  5. Transactions in units of a unit investment trust if the unit investment trust is invested exclusively in unaffiliated mutual funds.
- **Report Deadline.** Reports shall be filed with the Chief Compliance Officer within 30 days after the end of each calendar quarter. An Access Person need not file a report covering a quarterly period if he or she had no personal securities transactions during that quarter.
- **Securities Transaction Report Form.** The Securities Transaction Report Form filed pursuant to this Section shall contain the

following information:

- Name of the Access Person making the report;
- Date of the transaction;
- Title and number of shares involved;
- Exchange ticker symbol or CUSIP of shares;
- Principal amount of each Security involved;
- Nature of the transaction (buy or sell);
- Price at which transaction was effected; and
- Name of the broker-dealer, bank or other financial institution through whom the transaction was effected.

Beatrice Philippe is the Manager of the following commingled funds:

The Philippe Fund U.S. Equities, LLC  
The Philippe Fund International Equities, LLC  
The FOURPOINTS AM - Euro Global Leaders, LLC

Some of our separate account, HNW private clients are also investors in these commingled funds. From time to time, FOURPOINTS Asset Management may solicit client investments in the commingled funds among clients who are qualified investors. Qualified investors for the commingled funds would have a net worth of at least \$1 million. The minimum investment in our commingled funds is \$250,000. Investment in The FOURPOINTS AM - Euro Global Leaders, LLC, The Philippe Fund International Equities, LLC, and The Philippe Fund U.S. Equities, LLC is available only through Private Placement Memorandum. FOURPOINTS Asset Management, Inc. did have a Solicitation Agreement with Lenore Thornton which was terminated effective June 30, 2013. Under the terms of the agreement, FOURPOINTS Asset Management did pay commissions to Ms. Thornton only for the referrals which did become clients of our investment management services. FOURPOINTS Asset Management does not pay referral fees to anyone (other than previously to Ms. Thornton as stated above) should they refer a potential investor to FOURPOINTS Asset Management who then eventually invests in one of our commingled funds or other separate account strategies.

#### Item 12: Brokerage Practices

- A. Factors considered in FOURPOINTS Asset Management, Inc. selecting or recommending broker/dealers for HNW private client transactions include, but are not limited to, the following:

1. Research and Other Soft Dollar Benefits

FOURPOINTS Asset Management, Inc. does not maintain custody of discretionary client assets (except insofar as it has the ability to deduct management fees from a particular client account (see Item 15: Custody on page 10). Client assets are maintained in an account at a "qualified custodian," generally a broker/dealer or a custodian bank.

#### **HNW Private Clients and Schwab**

FOURPOINTS Asset Management, Inc. generally recommends that private clients under our FOURPOINTS AM/SeaBridge management services establish managed account marketplace accounts with the Schwab Institutional division of Charles Schwab & Co., Inc. (**Schwab**), a FINRA-registered broker-dealer, member SIPC, to maintain custody of clients' assets and to effect trades for their accounts. Although FOURPOINTS Asset Management may recommend that clients establish accounts at Schwab, it is the client's decision to custody assets with Schwab. Individual clients open their accounts with Schwab by entering into an account agreement directly with Schwab. FOURPOINTS Asset Management, Inc. does not open the account, although FOURPOINTS Asset Management may assist clients in doing so. Even though client accounts may be maintained at Schwab, FOURPOINTS Asset Management, Inc. may use other brokers to execute trades as described below. FOURPOINTS Asset Management, Inc. and SeaBridge are independently owned and operated and not affiliated with Schwab.

Schwab provides FOURPOINTS Asset Management, Inc. with access to its institutional trading and custody services, which are typically not available to Schwab retail investors. These services generally are available to independent investment advisors on an unsolicited basis, at no charge to them so long as a total of at least \$10 million of the advisor's clients' assets are maintained in accounts at Schwab Institutional. These services are not contingent upon FOURPOINTS Asset Management committing to Schwab any specific amount of business (assets in custody or trading commissions). Schwab's brokerage services include the execution of securities transactions, custody, research, and access to mutual funds and other investments that are otherwise generally available only to institutional investors or would require a significantly higher minimum initial investment.

For FOURPOINTS Asset Management client accounts maintained in its custody, Schwab generally does not charge separately for custody services, but is compensated by account holders through commissions and other transaction-related or asset-based fees for securities trades that are executed through Schwab or that settle into Schwab accounts.

Schwab Institutional also makes available to FOURPOINTS Asset Management other products and services that benefit FOURPOINTS Asset Management, but may not directly benefit its clients' accounts. Many of these products and services may be used to service all or some substantial number of FOURPOINTS Asset Management accounts, including accounts not maintained at Schwab.

Schwab's products and services that assist FOURPOINTS Asset Management, Inc. in managing and administering clients' accounts include software and other technology that (i) provide access to client account data (such as trade confirmations and account statements); (ii) facilitate trade execution and allocate aggregated trade orders for multiple client accounts; (iii) provide research, pricing and other market data; (iv) facilitate payment

of FOURPOINTS Asset Management's fees from its clients' accounts; and (v) assist with back-office functions, recordkeeping and client reporting.

Schwab Advisor also offers other services intended to help FOURPOINTS Asset Management manage and further develop its business enterprise. These services may include: (i) compliance, legal and business consulting; (ii) publications and conferences on practice management and business succession; and (iii) access to employee benefits providers, human capital consultants and insurance providers. Schwab may make available, arrange and/or pay third-party vendors for the types of services rendered to FOURPOINTS Asset Management. Schwab Institutional may discount or waive fees it would otherwise charge for some of these services or pay all or a part of the fees of a third-party providing these services to FOURPOINTS Asset Management. Schwab Institutional may also provide other benefits such as educational events or occasional business entertainment of FOURPOINTS Asset Management personnel. In evaluating whether to recommend or require that clients custody their assets at Schwab, FOURPOINTS Asset Management may take into account the availability of some of the foregoing products and services and other arrangements as part of the total mix of factors it considers and not solely the nature, cost or quality of custody and brokerage services provided by Schwab, which may create a potential conflict of interest.

#### **Instinet & ITG**

FOURPOINTS Investment Managers, S.A.S. has soft-dollar commissions arrangements with Instinet and ITG. A small percent of the transactions done in The Philippe Fund International Equities, LLC and The FOURPOINTS AM - Euro Global Leaders, LLC portfolios are executed using Instinet and ITG which generates soft-dollar commissions. These soft-dollar commissions are then used to pay for proprietary investment management software and services such as Cornerstone, Gartner, and GAVEKAL RESEARCH. All clients ultimately receive the benefit of these investment management services.

#### **2. Brokerage for Client Referrals**

FOURPOINTS Asset Management and its related persons do not select or recommend a broker/dealer based on the broker/dealer's potential to make client referrals.

#### **3. Directed Brokerage**

FOURPOINTS Asset Management has not participated in a directed brokerage program since January 2015.

### **Item 13: Review of Client Accounts**

- A. FOURPOINTS Asset Management, Inc. reviews its HNW private client accounts, and The FOURPOINTS AM - Euro Global Leaders, LLC, The Philippe Fund International Equities, LLC, and The Philippe Fund U.S. Equities, LLC quarterly following the end of each calendar quarter. The accounts are reviewed by the Chief Investment Officer.

- B. The HNW private client accounts and The FOURPOINTS AM - Euro Global Leaders, LLC, The Philippe Fund International Equities, LLC, and The Philippe Fund U.S. Equities, LLC may be reviewed at a time other than a calendar quarter during a severe market downturn or a period of high market volatility or a special situation involving a specific security held in the portfolio.
- C. The regular, quarterly reports we provide to our institutional, tax-exempt separate account and HNW private clients include performance versus appropriate benchmarks for the quarter, year-to-date, one year, three years, and five years. We include detailed quarterly investment comments including economic review and outlook, market review and portfolio review and outlook. We also include the clients' portfolio holdings and transactions. Our clients invested in The FOURPOINTS AM - Euro Global Leaders, LLC, The Philippe Fund International Equities, LLC, and The Philippe Fund U.S. Equities, LLC may receive, at their request, monthly performance reports with the funds' NAV, monthly, year-to-date and annualized annual performances since inception. Our clients invested in The FOURPOINTS AM - Euro Global Leaders, LLC, The Philippe Fund International Equities, LLC, and The Philippe Fund U.S. Equities, LLC all receive quarterly reports with investment comments, fund performance including the NAV, relevant portfolio characteristics including top ten holdings and economic sector and country allocations. All of our reports can be sent in electronic format via email or a paper copy can be sent by regular, U.S. mail.

Item 14: Client Referrals and Other Compensation

- A. FOURPOINTS Asset Management does not provide other investment advisory services to its HNW private clients, or to The FOURPOINTS AM - Euro Global Leaders, LLC, The Philippe Fund International Equities, LLC, or The Philippe Fund U.S. Equities, LLC.
- B. FOURPOINTS Asset Management receives an economic benefit from the Custodian for the client account (e.g. Schwab) in the form of the products and services it makes available to us as the investment adviser for the account. These products and services, how they may benefit FOURPOINTS Asset Management, and the resulting potential conflicts of interest are described above (see Item 12: Brokerage Practices on page 7). The availability to FOURPOINTS Asset Management, Inc. of these products and services is not based on FOURPOINTS Asset Management giving any particular investment advice such as buying particular securities for clients.

Item 15: Custody

FOURPOINTS Asset Management's HNW private clients receive monthly statements from our qualified custodian, Charles Schwab & Co., Inc., that holds and maintains clients' investment assets. FOURPOINTS Asset Management urges clients to carefully review such statements and compare such official custodial records to the account statements that we may provide to our clients. FOURPOINTS Asset Management's statements may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities.

FOURPOINTS Asset Management also manages three private, commingled funds or pooled investment vehicles, The FOURPOINTS AM - Euro Global Leaders, LLC, The Philippe Fund International Equities, LLC, and The Philippe Fund U.S. Equities, LLC. As managing member, FOURPOINTS Asset Management, Inc. is deemed to have custody as The Northern Trust Company, the actual custodian bank for the three private, commingled funds, takes direction from FOURPOINTS Asset Management, Inc. Northern Trust's Fund Accounting and Participant Reporting Services has responsibility for all commingled fund portfolio accounting and performance measurement functions. This includes all trade settlement and reconciliation with brokers, monthly balance sheet and income statements for the commingled funds, monthly reporting of all investors' activity and investors' recordkeeping, and calculation and striking the monthly NAV, which are provided by the custodian to FOURPOINTS Asset Management, who then prepares quarterly reports for individual investors in the commingled funds based on official Northern Trust records.

#### Item 16: Investment Discretion

FOURPOINTS Asset Management's HNW private clients are discretionary clients. We required a signed Investment Management Agreement between FOURPOINTS Asset Management and each client before accepting assets for management from the client.

Our commingled funds, The FOURPOINTS AM - Euro Global Leaders, LLC, The Philippe Fund U.S. Equities, LLC, and The Philippe Fund International Equities, LLC, are fully discretionary investment vehicles. Investors must complete and sign the Subscription Agreement and the Subscriber Questionnaire before they can deposit funds for investment.

#### Item 17: Voting Client Securities

FOURPOINTS Asset Management's clients may obtain a copy of FOURPOINTS Asset Management's proxy voting policies and procedures upon request. FOURPOINTS Asset Management's clients may also obtain information from FOURPOINTS Asset Management about how we voted any proxies on behalf of their account(s). In voting proxies for client discretionary accounts, FOURPOINTS Asset Management generally will:

- Vote with management on routine matters.
- Analyze the impact of other issues and vote on a case-by-case basis.
- Abstain on social, political or environmental resolutions unless its evaluation concludes that the economic impact of the proposal may be negative.

If an issue were to arise related to the vote of a proxy for a client account that represented a conflict between the interests of FOURPOINTS Asset Management and the client, that issue would be considered by FOURPOINTS Asset Management's investment committee to insure that the vote is made in the interests of the client. FOURPOINTS Asset Management maintains records on the proxies it receives and votes for client accounts.

Item 18: Financial Information

FOURPOINTS Asset Management, Inc. has no financial obligations or constraints which would impair our contractual or fiduciary duties to our clients. FOURPOINTS Asset Management, Inc. has engaged Raphael Goldberg Nikpour Cohen & Sullivan CPA's PLLC, 97 Froehlich Farm Blvd, Woodbury, NY 11797. Audited financials are available upon request by contacting Patricia Reischour at [Preischour@fourpointsam.com](mailto:Preischour@fourpointsam.com) or by calling 212.991.6224 or by writing to us at: FOURPOINTS Asset Management, Inc., One Penn Plaza, Suite 1628, New York, NY 10119.

Item 19: Requirements for State-Registered Advisers

FOURPOINTS Asset Management, Inc. has made a notice filing for the State Of New York with our annual update of Form ADV, Part I. FOURPOINTS does not have any other individual state registration with the SEC.



## Form ADV Part 2B

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Annual-Update Filing and for the Fiscal Year Ended  
December 31, 2016

This brochure provides information about Béatrice Philippe and Louiza Ferrara that supplements the FOURPOINTS Asset Management, Inc. brochure. You should have received a copy of that brochure. Please contact Patricia Reischour, Treasurer, at (212) 687-3290, ext. 308, or (212) 991-6224, or by email at [Preischour@fourpointsam.com](mailto:Preischour@fourpointsam.com) if you did not receive a copy of FOURPOINTS Asset Management, Inc.'s brochure or if you have any questions about the contents of this supplement.



## Item 2: Educational Background and Business Experience

Béatrice Philippe

Date of Birth: March 22, 1948

FOURPOINTS Asset Management, Inc.

One Penn Plaza, Suite 1628

New York, NY 10119

Tel: (212) 687-3290

Fax: (212) 687-3418

Bphilippe@fourpointsam.com

### Business Experience and Educational Background:

#### Current Positions:

- President, FOURPOINTS Asset Management, Inc. (formerly Philippe Investment Management), New York
- President, FOURPOINTS Investment Managers, S.A.S., Paris
- President, Philippe Foundation, New York

#### Former Directorships:

- 2014 - Feb 2016 Director, FOURPOINTS Funds, SICAV, Luxembourg
- 2008 - Oct 2012 Vice Chairman, Pan Holding, Luxembourg
- 2006 - 2012 Mercurion Asia Fund, Luxembourg
- 2002 - 2012 Philippe Fund Plc, Dublin
- 1994 - Nov 2011 BlackRock Greater Europe Investment Trust (formerly Mercury European Privatization Trust and then Merrill Lynch European Investment Trust), London
- 1980 - 1999 Pan Holding (Managing Director from 1981 to 1998), Luxembourg
- 1982 - 1998 CIPEC, Paris
- 1986 - 1996 Mercury Offshore Sterling Trust, Luxembourg
- 1987 - 1992 Mercury Metals Trust Ltd, Jersey
- 1987 - 1990 S.G. Warburg Funds (Mercury Common Market Trust Ltd, Mercury Far Eastern Trust Ltd, Mercury Transatlantic Trust Ltd., Selected Market Trust Ltd), Jersey
- 1986 - 1990 Affiliate of UAP (The Unity Fire and General Insurance Company, The General Security Assurance Corporation of New York, The Urbaine Life Reinsurance Company), United States
- 1987 - 1989 Dreyfus Funds (Dreyfus Strategic Income, Dreyfus Strategic Government Income, Dreyfus Strategic Investing), New York

#### Affiliations:

- 1979 - 1990; 2009 - Present President, Philippe Foundation (provides grants to doctors and scientists on exchange between France and the United States)
- 1990 - 2009 Vice President, Philippe Foundation
- 1998 - 2009 Member of the Executive Committee, Rockefeller University Council, New York

- 1979 - Present Councillor, French-American Chamber of Commerce, New York
- 1976 - 2012 Member, French Society of Financial Analysts ("S.F.A.F.")

Education:

- Summer 1975 Stanford Graduate School of Business  
Investment Management Program
- 1966 - 1969 Ecole de Haut Enseignement Commercial pour Jeunes Filles (HECJF), Paris  
MBA with a concentration in Finance & Accounting  
Third-year thesis on investment banks

Louiza Ferrara  
Date of Birth: April 2, 1977  
Lferrara@fourpointsam.com

FOURPOINTS Asset Management, Inc.  
One Penn Plaza, Suite 1628  
New York, NY 10119  
Tel: (212) 687-3290  
Fax: (212) 687-3418

Business Experience and Educational Background:

Current Positions:

- 2011 - Present Vice President & Portfolio Manager, FOURPOINTS Asset Management, Inc. (formerly Philippe Investment Management), New York
- 2011 - Present Vice President, Philippe Foundation, New York

Prior Experience:

- 2009 - 2011 Analyst, Taum Sauk Capital Management, New York
- 2005 - 2009 Research Associate, AllianceBernstein, New York
- 2005 Philippe Investment Management, New York
- 2003 - 2004 Associate, Natexis Bleichroeder

Education:

- 2002 DESCF  
Accounting certificate
- 2000-2001 ESCP, Paris  
Masters in Corporate Finance
- 1996 - 2000 Université Paris IX DAUPHINE  
Undergraduate degree in Accounting & Finance

Affiliations:

- CFA Institute
- NYSSA
- FWA
- 100 Women in Hedge Funds

Item 3: Disciplinary Information

None for Beatrice Philippe or Louiza Ferrara.

Item 4: Other Business Activities

None for Beatrice Philippe or Louiza Ferrara.

Item 5: Additional Compensation

None for Beatrice Philippe or Louiza Ferrara.

Item 6: Supervision

In addition to her role as President, Béatrice Philippe is also the Chief Compliance Officer for FOURPOINTS Asset Management, Inc. Ms. Philippe, along with our senior staff, monitors the firm's compliance with all applicable laws and regulatory requirements, prepares and reviews the firm's regulatory filings, reviews and updates employee compliance procedures, reviews all client transactions and portfolios and supervises the preparation of all client reports and marketing materials.