

Robotti Securities, LLC

Partnering with Buy-and-Hold Investors

Reinventing the Sell-Side

We Are:

- Focused on identifying compelling investment ideas with a wide “Margin of Safety”
- Performing primary research through fundamental analysis
- Bringing clients only what we think are high quality investment ideas

We Are **NOT**:

- Focused on quarterly #s
- Focused on Buy/Hold/Sell ratings
- Focused on target prices
- Cluttering your inbox
- An investment bank

Why Robotti?



Bob Robotti founded Robotti Securities in 1983 with the goal of bringing thoughtful ideas to like-minded value managers. We believe there is a place for investment ideas which are out of favor, misunderstood, or simply neglected by the conventional sell-side.

Rather than push the latest “hot stock” in hopes of a quick commission, we focus on the merits of investments. We focus on long-term investments and cultivate long-standing client relationships. While buy-and-hold is not the conventional broker-dealer model, our

primary objective is the long-term success of our clients. We understand that a relationship is more important than a single transaction.

As a client of Robotti Securities you will enjoy opportunities to attend events with the management teams of companies within our coverage universe including face-to-face meetings, Q&A teleconferences, and fireside chats. You will also have an opportunity to connect with some of the most reputable investors in the value community through the strong network that we have fostered for over three decades.

We Eat Our Own Cooking

Our affiliated investment adviser, Robotti & Company Advisors, LLC, and its predecessors, have taken a value-oriented approach towards public equity investing for several decades and are proud of the long-term results they have realized.

This buy-and-hold perspective permeates all parts of the firm and ensures our focus is great investment ideas, not ways to generate trades.

In addition to access to various aspects of idea flow from members of the Robotti Securities research team, our clients also have available to them details concerning the underlying theories and footwork behind many of the investments considered by Robotti & Company Advisors – which can help drive positive long-term results.

Your investment priorities are important to us. There is no better way to establish that your best interests are in mind than to align them with ours.

Superior Trading Execution

Have you ever felt your order is plugged into an electronic system that provides you with sloppy execution?

The Robotti Securities trading desk has decades of experience providing our clients with high-touch execution, personal service, and timely market information.



Factors that distinguish Robotti Securities from other trading desks include:

- Leveraging our strong network to help us locate liquidity for thinly-traded securities.
- Acting as an execution consultant to tailor client orders for execution strategy and liquidity access.
- Using algorithms and alternative trading systems (e.g., dark pools and crossing networks), in addition to traditional high-touch direct market access in order to achieve best execution.

Give us a Call!

Join our long list of clients who:

- Enjoy receiving our superior idea flow.
- Prefer us as their order execution trading desk of choice for thinly-traded securities.
- Attend our popular “idea dinners” hosted in multiple cities around the world.
- Receive regular value-add publications such as our Spinoff Calendar and Value Screens.
- Have access to a strong like-minded value investing community.

For more information about Robotti Securities, contact one of our team members:

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