

Title Slide: 100% All Set To Prove We're Different.

Lukas: Sometimes I just squirm around a little bit and then I tap out (laughter).

Question: Is there a story why you became a portfolio manager.

Title: Lukas Smart, Senior Portfolio Manager and Vice president, Dimensional fund advisors LP

Lukas: So the reason I became a portfolio manager is a bit of chance and a lot of curiosity. I actually went to undergrad with the intention of studying English and had the good fortune of taking an economics course with a person who later became a friend of mine. From there the curiosity took over, it became a series of questions. If A, then what about B? If B, then what about C? Before you knew it, I was through graduate school and working at Dimensional.

Question: So, what gets you out of bed every morning?

Lukas: So the thing that motivates me most to get out of bed each morning and go to work, aside from my family, is that same curiosity. Dimensional is one of those magic places where some of the best minds in a subject deeply care about have gathered together. And I get paid to go to work each day and talk to some of these people, and it's even better that I can see the result of my work and provide something that is helpful to the investment community.

Question: Do you have a favourite part about meeting with advisors?

Lukas: My favourite part about meeting with advisors is watching that "ah ha" moment where they recognize that what we can provide something that is transparent, something that is structured, something that on expectation has higher return than the rest of the market. And it's something that's easy to explain to clients. And that allows them to turn their attention to everything else that they need to do in order to service their clients and really help out the end investor.

Question: Okay, Lukas, tell us something that would surprise us about you?

Lukas: One of the things I think people might be surprised about is that I am actually a purple belt in jiu-jitsu. I've been doing it about 8 years now. It's something that I've picked up to teach my kids and it's something that I've kept doing because I've sort of fell in love with it. You will find yourself in physically tough and demanding situations and you really have to pause, take a deep breath and think your way out of it. It can be stressful, and learning how to take that deep breath and focus on what's important has been something very helpful to practice through that martial art.

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