



THIRD AVENUE
MANAGEMENT

Form CRS - Customer Relationship Summary
June 24, 2020

Item 1. Introduction

Third Avenue Management LLC ("TAM") is registered with the Securities and Exchange Commission (SEC) as an investment adviser. Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at <https://www.investor.gov/CRS>, which also provides educational materials about broker dealers, investment advisers, and investing.

Item 2. Relationships and Services

What investment services and advice can you provide me?

We offer investment advisory services to retail investors through mutual funds, private funds, and Separately Managed Accounts ("SMAs").

Monitoring

We use both qualitative and quantitative methodologies to monitor accounts. Portfolio managers are primarily responsible for reviewing client accounts and do so periodically, individually or in a group, depending on account needs and market conditions. Reviews may be performed daily, weekly or monthly as portfolio managers deem appropriate or as otherwise required. The monitoring we provide is part of the investment advisory service included in your management agreement.

Investment Authority

Our clients typically grant us **discretionary authority** to manage their accounts. This means we can buy and sell investments on behalf of our clients without seeking permission on a trade by trade basis. We may accept certain restrictions or guidelines for discretionary authority if provided to us in writing.

Limited Investment Offerings

Our accounts focus on value investments. Other firms could provide advice on a wider range of investment strategies, some of which might have lower costs.

Account Minimums and Other Requirements

We generally require a minimum account size of \$1,000,000 for retail investors. However, the minimum account size is negotiable and may be waived or modified at our discretion.

Additional Information about our services is available in Items 4, 7 and 13 of Part 2A of our Form ADV, which is available at <https://adviserinfo.sec.gov/firm/summary/107545>.

Conversation Starter. *Ask your financial professional -*

- Given my financial situation, should I choose an investment advisory service? Why or why not?
- How will you choose investments to recommend to me?
- What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?

Item 3. Fees, Costs, Conflicts, and Standard of Conduct

What fees will I pay?

Our Firm charges you a negotiated fee generally based on the market value of investments under management, which typically includes cash or cash equivalents. The **asset-based advisory fee** is typically at an annualized rate between 0.75% and 1.50% of assets under management, depending on several factors, including: level of servicing, investment strategy, and account size. These fees are paid quarterly, either in advance or arrears. The more assets under management, the more you will pay. We may therefore have an incentive to encourage clients to increase their assets in the account. In addition to our investment management fee, clients bear transaction costs when we buy or sell investments. Clients also pay fees to the broker-dealer or bank that maintains each account (called "custody" fees).

Additional information about our Firm's fees are included in Item 5 of Part 2A of Form ADV available at <https://adviserinfo.sec.gov/firm/summary/107545>.

You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying.

Conversation Starter. Ask your financial professional -

- Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?

What are your legal obligations to me when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?

When we act as your investment adviser, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide to you. Here are some examples to help you understand what this means:

- We manage accounts for multiple clients, and we allocate our time based on each client's needs. This can create a conflict of interest if the fee structure for managing certain accounts is higher than for others. Additionally, certain accounts are subject to a negotiable performance fee, which creates inherent incentive to favor certain accounts based on fees. We recognize our duty to treat all accounts fairly and equitably over time.
- Some of the broker-dealers that we trade with allocate a portion of the commissions that our clients pay to be used by us to pay for research. These "soft dollar" arrangements help our Firm make investment decisions, but they can have the effect of increasing client transaction costs. Commissions paid may be used to obtain research that benefits accounts other than the account paying the commission. We make good faith determinations and keep documentation of when soft dollars are used over hard dollars. We also review transactions with broker-dealers to evaluate the reasonableness of fees.

Conversation Starter. Ask your financial professional -

- How might your conflicts of interest affect me, and how will you address them?

Additional information about conflicts of interest between us and our clients can be found on Part 2A of our Form ADV, which is available at <https://adviserinfo.sec.gov/firm/summary/107545>

How do your financial professionals make money?

Our Portfolio Managers receive a salary and may receive a discretionary bonus. Discretionary bonuses are based on several factors, including: TAM's profitability, contributions to TAM's profitability, and account performance versus relevant benchmarks. Portfolio Managers who are Firm partners also receive a quarterly pro rata distribution based on the Firm's revenues as a whole.

Item 4. Disciplinary History

Do you or your financial professionals have legal or disciplinary history?

No. Visit <https://www.investor.gov/CRS> for a free and simple search tool to research us and our financial professionals.

Conversation Starter. Ask your financial professional -

- As a financial professional, do you have any disciplinary history? For what type of conduct?

Item 5. Additional Information

Additional information about our services can be found at <https://adviserinfo.sec.gov/firm/summary/107545>. If you have any questions about the contents of this brochure or would like to request a copy of this relationship summary, please contact Erik Kleinbeck at 212-906-1191.

Conversation Starter. Ask your financial professional -

- Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer?
- Who can I talk to if I have concerns about how this person is treating me?