

## **International Small Cap Portfolio**

## First Quarter 2024

#### **Market Review**

The MSCI All Country World ex. U.S. Small Cap Index increased 2.11% in the first quarter of 2024. Global equities continued their strong recent performance, with most major markets increasing in local currencies. Returns for international stocks in U.S. dollar terms were partially offset by a strengthening U.S. dollar as solid economic data and resilient inflation led markets to push back expectations for Federal Reserve interest rate cuts.

Japan, the largest market in the benchmark, was one of the best performing countries in the first quarter, despite the Bank of Japan recently ending its policy of negative interest rates. Investors have increasingly been attracted to the combination of low price to book ratios in Japan and anticipated improvements in corporate governance leading to better returns on capital. On the other hand, China continues to be a market laggard, with ongoing concerns about economic growth and geopolitical uncertainty.

Financials was the best performing sector in the first quarter, as expectations for higher interest rates should benefit banks and other financial services businesses. Real estate was the worst performing sector, again due to the expectation for higher interest rates over the near-term than previously expected.

#### **Portfolio Review**

The International Small Cap portfolio underperformed the benchmark during the first quarter. While we had a few stocks decline on company or industry specific news, our underperformance was driven by several stocks drifting lower in the absence of any fundamental information. A good example is Baltic Classifieds, our largest portfolio holding. The company reported excellent results in December and the stock was our top contributor to performance in the fourth quarter and 2023 overall. This quarter, however, there was no fundamental news, and the stock was down in a quarter where the benchmark was slightly positive.

The top contributors to performance in the first quarter were Skistar and Hypoport. Listed in Sweden, Skistar is the largest operator of ski resorts in Scandinavia. The company reported strong results in the quarter due to robust weather conditions and high demand from skiers outside of Scandinavia. Hypoport's largest product is Europace, Germany's leading transaction platform for mortgage finance, building finance, and personal loans. The shares reacted positively to signs the mortgage market in Germany has bottomed. Mortgage rates have declined recently, and the company reported their first year-over-year increase in revenues since the rise in interest rates began in the first half of 2022. Other contributors to performance included Haitian International, Gruppo MutuiOnline, and Howden Joinery.

The bottom contributors to performance in the first quarter were FDM Group and Mercari. FDM Group, based in the United Kingdom, recruits, trains, and deploys information technology professionals around the world. Financial services firms represent the majority of FDM's client base. With the stress seen in the global financial services industry during 2023, some of their clients have delayed decisions around project commencements and consultant placements, which in turn has led to a diminished revenue and earnings outlook for 2024. Mercari operates the leading consumer to consumer marketplace app in Japan as well as a digital payments platform. Investors have reacted negatively to anticipated margin declines over the near term as the company invests in new initiatives. While we do not welcome declining margins, our investment thesis is predicated on the value of the core Mercari marketplace franchise, which we believe remains valuable and well-entrenched. Other detractors from performance during the quarter were Sarana Menara Nusantara, Baltic Classifieds, and IntegraFin.

#### **Purchases and Sales**

New Purchases	Complete Sales			
Finecobank	Enento Group			
	Max Stock			
	New Work			
	VNV Global			

## **Portfolio Highlights**

Style: Small Cap Index: MSCI® ACWI ex. U.S. Small Cap Index Portfolio Inception: 2012 Portfolio Assets: \$454.6 M\* Portfolio Turnover: 25%–35% Number of Holdings: 40-60

## **Investment Philosophy**

We believe that purchasing high-quality businesses with competitive protections at attractive valuations will achieve excess returns over a complete market cycle.

## **Investment Objectives**

- To achieve a return meaningfully above that of the MSCI® ACWI ex. U.S. Small Cap Index
- To achieve this return objective with a portfolio that exhibits lower overall risk characteristics

## **Investment Management Team**

Name	Research Start Date
<b>Hyung Kim</b> Portfolio Manager + Senior Research Analyst	2009
Craig Thrasher, CFA Portfolio Manager + Senior Research Analyst	2003
<b>David Forward</b> Research Analyst	2015
<b>Luke Longinotti, CFA</b> ESG Research Analyst	2020
Sean Pompa, CFA Research Analyst	2016
Mitch Vogt, CFA Research Analyst	2017
Clarissa Ali Associate Research Analyst	2023

## **Top 10 Holdings**

As of March 31, 2024

Company	Country	Percent of equity (%)
Baltic Classifieds	Lithuania	6.5
Rightmove	United Kingdom	5.0
Auto Trader	United Kingdom	4.4
Grupa Pracuj	Poland	4.0
Haw Par	Singapore	3.9
oOh media	Australia	3.7
MarkLines	Japan	3.6
Heineken Malaysia	Malaysia	3.6
Gruppo MutuiOnline	Italy	3.6
Howden Joinery Group	United Kingdom	3.5
Total		41.7

<sup>\*</sup>Figures in USD

This report is based on the assumptions and analysis made and believed to be reasonable by Advisor. However, no assurance can be given that Advisor's opinions or expectations will be correct. This report is intended for informational purposes only and should be not considered a recommendation or solicitation to purchase securities. Holdings and weightings are based on a representative portfolio. Individual Investors' holdings may differ slightly. Data is obtained by FactSet Research Systems and is assumed to be reliable. Numbers may not always add up due to rounding. **Past performance is no guarantee of future results.** 





## **Investment Process:** Discovering Quality



Development of KAR High-Quality

#### **Quantitative Screens**

- High return on capital over a full economic cycle
- Long and resilient earnings history
- High return on net operating assets
- Minimal debt

#### Other Resources

- Research on existing portfolio holdings
- Meetings with companies
- Industry reviews
- Investment conferences
- Third-party research



Proprietary
Fundamental

#### **Qualitative Analysis**

 Evaluate sustainability of business model and assess management's ability to direct capital where it can create further control of its market

#### **Financial Analysis**

 Evaluate basis for profitability, long-term growth potential, and ability to allocate capital appropriately

#### **Valuation Analysis**

 Determine the current and potential value of the business

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Portfolio Construction

## **Position Weights**

 Maximum initial position size is 5% (at cost)
 Maximum position size is 10% (at market)

#### **Sector and Geographic Tolerances**

 Seek broad diversification, but no sector constraints

#### **Holding Period**

- Typically 3-to-5 years
- Portfolio turnover is typically 25% to 35%

#### Cash Levels

 Typically will not exceed 10% once a portfolio is fully invested; review by CIO triggered if over 10%



Sell Discipline

**Extended Valuation** 

Portfolio Upgrade

**Acquisition Activity** 

Negative Company or Industry Changes

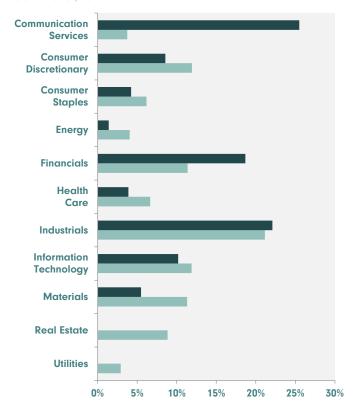
**Higher Quality** 

Stronger, More Consistent Growth

**Better Value** 

## **Sector Diversification**

As of March 31, 2024





# Holdings are subject to change. Holdings and weightings are based on a representative portfolio. Individual Investors' holdings may differ slightly. The sector information represented above is based on GICS sector classifications. Data is obtained by FactSet Research Systems and is assumed to be reliable.

## **Portfolio Characteristics**

As of March 31, 2024

	KAR International Small Cap	MSCI® ACWI ex. U.S. Small Cap Index
Quality	_	
Return on Equity—Past 5 Years	22.8%	10.8%
Debt/EBITDA*	0.9 x	1.7 x
Interest Expense Coverage	7.9 x	4.4 x
Growth		
Earnings Per Share Growth—Past 5 Years	8.7%	10.9%
Earnings Per Share Growth—Past 10 Years	13.4%	8.2%
Dividend Per Share Growth—Past 5 Years	10.2%	9.9%
Dividend Per Share Growth—Past 10 Years	8.6%	7.4%
Value		
P/E Ratio—Trailing 12 Months	19.5 x	19.4 x
Dividend Yield	2.9%	2.7%
Market Characteristics		
\$ Weighted Average Market Cap	\$3.0 B	\$2.6 B
Largest Market Cap	\$16.5 B	\$8.5 B <sup>†</sup>

<sup>\*</sup> KAR utilizes the interquartile method when calculating Debt/EBITDA. The interquartile method excludes outliers from an aggregate statistic such as weighted average. The interquartile method does not assume that data from the top or bottom of the distribution are outliers—only the extreme ends are excluded—and that it can be applied consistently as a quantitative method for most fundamental characteristics. Debt/EBITDA utilizes net debt for the calculation.

Data is obtained from FactSet Research Systems and BNY Mellon and is assumed to be reliable. Other principal consultant firms may use different algorithms to calculate selected statistics. Estimates are based on certain assumptions and historical information. **Past performance is no guarantee of future results.** Returns could be reduced, or losses incurred, due to currency fluctuations.

<sup>†</sup> Number is from MSCI factsheet as of March 31, 2024.

## **International Small Cap Portfolio**

First Quarter 2024

## **Developed vs. Emerging Markets**

As of March 31, 2024

	Percent of equity (%)
Developed Markets	68.5
Emerging Markets	31.5
Total	100.0

## **Geographical Exposure**

As of March 31, 2024



#### **Historical Returns**

	KAR International	KAR International		
	Small Cap (gross)	Small Cap (net)‡	U.S. Small Cap Index	
Annualized Returns (%)† As of March 31, 2024	(9.555)	(not)	- IIIdox	
1 <sup>st</sup> Quarter	(0.52)	(0.75)	2.11	
One Year	12.42	11.42	12.80	
Three Years	(2.87)	(3.74)	0.38	
Five Years	6.02	5.08	6.24	
Seven Years	7.84	6.88	5.74	
Ten Years	7.70	6.74	4.74	
Inception*	11.23	10.24	7.16	
Annual Returns (%)				
2023	21.61	20.54	15.66	
2022	(30.43)	(31.08)	(19.97)	
2021	9.58	8.61	12.92	
2020	25.92	24.81	14.24	
2019	29.47	28.34	22.42	
2018	(5.33)	(6.18)	(18.20)	
2017	30.29	29.15	31.65	
2016	22.81	21.73	3.91	
2015	(0.28)	(1.18)	2.60	
2014	(1.92)	(2.80)	(4.03)	
2013	32.42	31.26	19.73	
2012	24.87	23.77	18.52	

## **Peer Comparison Chart**

Inception\* to March 31, 2024



The eVestment Non-U.S. Diversified Small Cap Equity Universe includes 47 managers categorized in the non-U.S. diversified small cap equity Universe asset class by eVestment. KAR pays a subscription to be included in the eVestment Non-U.S. Diversified Small Cap Equity Universe, but does not pay any fees for the ranking itself. eVestment rankings are based on gross of fee returns. Gross of fee returns will be reduced by investment management fees and other expenses that may be incurred in the management of the account. Management fees are described in KAR's Form ADV Part 2A, which is available upon request and can also be found at https://kayne.com/wp-content/uploads/ADV-Part-2A.pdf. Returns could be reduced or losses incurred due to currency fluctuations. Past performance is no guarantee of future results.

#### **Performance Statistics**

Inception\* to March 31, 2024

	KAR International Small Cap (gross)	KAR International Small Cap (net)	MSCI® ACWI ex. U.S. Small Cap Index
Alpha	4.07	3.14	0.00
Sharpe Ratio	0.60	0.54	0.38
Information Ratio	0.68	0.52	N/A
Beta	0.99	0.99	1.00
Downside Capture	91.87	94.03	100.00
Tracking Error	5.98	5.98	N/A

<sup>\*</sup>January 1, 2012

<sup>†</sup>All periods less than one year are total returns and are not annualized. Returns are final.

<sup>\*</sup>Net of all fees and expenses. Assumes a 0.90% annual fee. Fees presented on the Disclosure page could vary from the assumed fee in the net-of-fee calculation, as actual fees paid by a particular client account differ depending on a variety of factors including, but not limited to, business unit and size of mandate. The fee used on the Disclosure page utilizes an assumed maximum fee across the firm's business units, which is further detailed on that page.

This material is deemed supplemental and complements the performance and disclosure at the end of this presentation. Returns of the Kayne Anderson Rudnick composite are final unless otherwise specified. For further details on the composite, please see the disclosure statement in this presentation. Data is obtained from FactSet Research Systems and is assumed to be reliable. **Past** performance is no guarantee of future results. Returns could be reduced, or losses incurred, due to currency fluctuations.





## **International Small Cap Composite**

First Quarter 2024

#### **Disclosure**

Year	Composite Gross Return (%)	Composite Net Return (%)	MSCI® ACWI ex. U.S.A. Small Cap Index Return (%)	Composite 3-Yr Std Dev (%)	Benchmark 3-Yr Std Dev (%)	Number of Accounts	Internal Dispersion (%)	Composite Assets (\$ Millions)	Firm Assets (\$ Millions)
2014	(1.92)	(2.80)	(4.03)	11.99	13.33	< 5	N/A	42	7,989
2015	(0.28)	(1.18)	2.60	12.02	11.49	< 5	N/A	46	8,095
2016	22.81	21.73	3.91	13.26	12.31	< 5	N/A	55	9,989
2017	30.29	29.15	31.65	13.01	11.69	< 5	N/A	324	14,609
2018	(5.33)	(6.18)	(18.20)	12.39	12.52	< 5	N/A	905	17,840
2019	29.47	28.34	22.42	10.78	11.77	< 5	N/A	2,112	25,685
2020	25.92	24.81	14.24	20.34	21.28	5	N/A	2,788	39,582
2021	9.58	8.61	12.92	19.92	20.14	7	1.60	598	47,269
2022	(30.43)	(31.08)	(19.97)	24.86	23.05	7	0.70	368	33,531
2023	21.61	20.54	15.66	21.02	17.22	7	1.09	479	41,186

The MSCI® ACWI ex. U.S.A. Small Cap Index is a trademark/service mark of MSCI®. MSCI® is a trademark of MSCI Inc.

KAR (as defined below) claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. KAR has been independently verified for the period from January 1, 1999 through December 31, 2023.

A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis.

The International Small Cap Composite has had a performance examination for the period from January 1, 2012 through December 31, 2023. The verification and performance examination reports are available upon request.

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Kayne Anderson Rudnick Investment Management, LLC ("KAR"), a wholly owned subsidiary of Virtus Investment Partners, Inc., is a registered investment advisor under the Investment Advisors Act of 1940. Registration of an Investment Advisor does not imply any level of skill or training. KAR manages a variety of equity and fixed-income strategies focusing exclusively on securities the firm defines

as high quality.

The composite includes all fully discretionary institutional and pooled International Small Cap Portfolios. International Small Cap Portfolios are invested in equity securities with market capitalizations in line with the MSCI® ACWI ex. U.S.A. Small Cap Index, that have market control, rising free cash flow, shareholder-oriented management, strong consistent profit growth and low-debt balance sheets. For comparison purposes, the composite is measured against the MSCI® ACWI ex U.S.A. Small Cap Index (net). The MSCI® ACWI ex. U.S.A. Small Cap Index is a market capitalization-weighted index of small-capitalization stocks of the MSCI® Global Investable Market Indices Universe, excluding U.S. companies. The index is calculated on a total-return basis with dividends reinvested, net of withholding taxes. Benchmark returns are not covered by the report of the independent verifiers. The inception date of the composite is January 2012. The composite was created in January 2012. Policies for valuing investments. investments, calculating performance, and preparing GIPS Reports are available upon request. The firm's list of composite descriptions, list of broad distribution pooled fund and the list of limited distribution pooled funds descriptions are available upon request.

The model management fee used for the net returns in this table is 0.90% for all periods presented. The standard Institutional management fee schedule currently in effect is as follows: 0.90% for the first \$50 million; 0.80% on the next \$50 million; 0.70% on the next \$100 million; 0.60% on

the balance. Actual management fees charged may vary depending on applicable fee schedules and portfolio size, among other things. Additional portion size, afficing other tillings. Additional information may be found in Part 2A of Form ADV, which is available on request. The performance information is supplied for reference. Past performance is no guarantee of future results. Results will vary among accounts. The U.S. dollar is the currency used to express performance. Returns are presented net of withholding taxes and net of transaction fees and include the reinvestment of all income. Gross returns will be reduced by investment management fees and other expenses that may be incurred in the management of the account. Model net returns have been calculated by deducting 1/12th of the highest tier of the standard management fee schedule in effect for the respective period from the gross composite returns on a monthly basis.

Internal dispersion is calculated using the asset-weighted standard deviation of annual gross returns for accounts in the composite for the entire year. For those years when less than five accounts were included for the full year, no dispersion measure is presented. The three-year annualized ex-post standard deviation measures the variability of the composite (using gross returns) and the benchmark for the 36-month period.

#### GLOSSARY

Alpha: A risk-adjusted measure of an investment's excess return relative to a benchmark. Upside Capture Ratio: A statistical measure of an investment manager's overall performance in upmarkets. It is used to evaluate how well an investment manager performed relative to an index during periods when that index has risen. Sharpe Ratio: A risk-adjusted measure calculated using standard deviation and excess return to determine reward per unit of risk. Information Ratio: The information ratio (IR) is a measurement of portfolio returns beyond the returns of a benchmark, usually an index, compared to the volatility of those returns. Beta: A quantitative measure of the volatility, or systematic risk, of a security or a portfolio in comparison to the market as a whole. Downside Capture Ratio: A statistical measure of an investment manager's

overall performance in down-markets. It is used to evaluate how well an investment manager performed relative to an index during periods when that index has dropped.

#### INDEX DEFINITION

The MSCI® ACWI ex USA Small Cap Index is a free float-adjusted market capitalization-weighted index that measures small cap equity performance of developed and emerging markets, excluding the U.S. The index is calculated on a total return basis with net dividends reinvested. The index is unmanaged, its returns do not reflect any fees, expenses, or sales charges, and is not available for direct investment.