## Small Cap Quality Value Portfolio

First Quarter 2024

## **Portfolio Review**

The Small Cap Quality Value portfolio outperformed the Russell 2000 Value Index in the first quarter. Good stock selection in financials and an overweight in industrials contributed positively to performance. Poor stock selection and an underweight in health care and an underweight in energy detracted from performance.

The biggest contributors to performance during the quarter were Construction Partners and Armstrong World Industries.

- Construction Partners continued to benefit from healthy infrastructure funding for roads across its six-state operation, resulting in sustained revenue and backlog growth in the quarter. With normalized costs and profitability improved, we believe it is tracking towards the company's long-term targets.
- Armstrong World Industries' shares performed strongly following the company's reports of better-than-expected operating results and an improved annual outlook.
- Other top contributors included Primerica, Hillman Solutions, and Houlihan Lokey.

The biggest detractors from performance during the quarter were Bank of Hawaii and Azenta.

- Bank of Hawaii's shares, like many other regional banks, moved lower in the quarter as investors became less certain of when the Federal Reserve will start cutting interest rates. Positively, the bank's quarterly results showed continued stability in deposits and no credit issues.
- Azenta reported results that were ahead of expectations, most notably for-profit margin expansion. However, guidance for next quarter was muted due to the timing from an acquisition with inconsistent revenue.
- Other bottom detractors included RBC Bearings, UniFirst, and National Beverage.

## **Purchases and Sales**

During the quarter, there were no new purchases and we sold Latham Group. We sold Latham Group as challenges to the pool industry post-COVID hurt participants across the board, but particularly Latham as its business model is more dependent on new construction than its peers. We continue to believe the long-term pool-industry structure of high consumables and recurring revenues near 80% of total industry spend is still intact. However, we opted to increase our pool-industry exposure through another portfolio holding whose operating profile is more in line with the industry and we sold our small holding in Latham.

## Outlook

One large challenge coming out of the pandemic is trying to parse the underlying strength in the economy. Our supply chains were whipsawed, our employment patterns changed dramatically, and we saw unprecedented monetary and fiscal support. Given these factors, it is hard to gauge how much of the strength in the U.S. economy is due to fundamentals versus other exogenous effects. And while interest rates have increased materially in a short period of time, they are only modestly restrictive compared to the long-run average. As a result of low rates and strong government support during the pandemic, we believe the tide lifted all companies and made it easier for everyone to prosper. However, without this assistance, we expect that more fundamental factors will drive corporate profits and thus equity performance going forward. Assuming less exogenous support, we believe companies who are competitively advantaged with better profitability, cash flow, as well as lower leverage will be able to better distinguish themselves going forward.

### **Portfolio Highlights**

Style: Small Cap Sub-Style: Value Index: Russell 2000<sup>®</sup> Value Portfolio Inception: 1998 Portfolio Assets: \$5,483.8 M\* Portfolio Turnover: 25%-35%

### **Investment Management Team**

|  | earch<br>Date |
|--|---------------|
| Julie Kutasov<br>Portfolio Manager + Senior Research Analyst | 2001          |
| Craig Stone<br>Portfolio Manager + Senior Research Analyst   | 1990          |
| Todd Beiley, CFA<br>Senior Research Analyst                  | 1999          |
| Julie Biel, CFA<br>Senior Research Analyst                   | 2004          |
| Jon Christensen, CFA<br>Senior Research Analyst              | 1995          |
| Chris Wright, CFA<br>Senior Research Analyst                 | 2012          |
| Adam Xiao, CFA<br>Senior Research Analyst                    | 2013          |
| <b>Tyler Cantarano</b><br>Research Analyst                   | 2017          |
| Sean Dixon<br>Research Analyst                               | 2008          |
| Luke Longinotti, CFA<br>ESG Research Analyst                 | 2020          |
| Arthur Su, CFA<br>Research Analyst                           | 2015          |
| Clarissa Ali<br>Associate Research Analyst                   | 2023          |

## **Top Five Holdings**

As of March 31, 2024

| Company               | Percent of equity (%) |
|-----------------------|-----------------------|
| Watsco                | 6.9                   |
| Houlihan Lokey        | 5.5                   |
| Construction Partners | 5.4                   |
| Thor Industries       | 4.9                   |
| Primerica             | 4.4                   |
| Total                 | 27.2                  |

\* 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 are subject to change. 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-Qualit Universe

#### **Quantitative Screens**

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

#### Other Resources

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

Proprietary Fundamental Research

#### **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

#### Portfolio Construction

• Maximum initial position size is 5%

Maximum position size is 10% (at

• Seek broad diversification, but no

Typically 3-to-5 years, but is often

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

• Portfolio turnover is typically

**Position Weights** 

**Sector Tolerances** 

sector constraints

Non-U.S. Holdings

**Holding Period** 

25% to 35% Cash Levels

(at cost)

market)

• Up to 20%

longer



#### **Extended Valuation**

Portfolio Upgrade

#### **Acquisition Activity**

Negative Company or Industry Changes

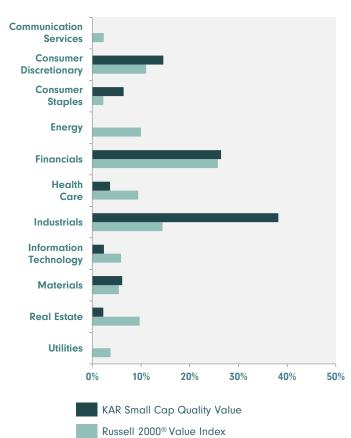
### **Higher Quality**

#### Stronger, More Consistent Growth

**Better Value** 

#### **Sector Diversification**

As of March 31, 2024



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#### FOR INSTITUTIONAL USE ONLY

# Portfolio Characteristics

| As of March 31, 2024                                       |                                   |                              |  |
|--|-----------------------------------|------------------------------|--|
|  | KAR Small<br>Cap Quality<br>Value | Russell 2000®<br>Value Index |  |
| Quality  |                                   |                              |  |
| Return on Equity—Past 5 Years                              | 21.8%                             | 9.2%                         |  |
| Debt/EBITDA*   | 1.6 x                             | 3.0 x                        |  |
| Earnings Variability–Past 10 Years                         | 40.0%                             | 86.3%                        |  |
| Growth   |                                   |                              |  |
| Earnings Per Share Growth–Past 5 Years                     | 10.7%                             | 8.4%                         |  |
| Earnings Per Share Growth–Past 10 Years                    | 8.3%                              | 8.6%                         |  |
| Dividend Per Share Growth–Past 5 Years                     | <b>10.9</b> %                     | 4.8%                         |  |
| Dividend Per Share Growth–Past 10 Years                    | 11.3%                             | 4.4%                         |  |
| Capital Generation—{ROE x (1-Payout)}                      | 15.0%                             | 7.0%                         |  |
| Value  |                                   |                              |  |
| P/E Ratio–Trailing 12 Months                               | 33.0 x                            | 27.4 x                       |  |
| Dividend Yield   | 1.3%                              | 2.1%                         |  |
| Free Cash Flow Yield <sup>†</sup>                          | 4.3%                              | 3.5%                         |  |
| Market Characteristics                                     | -                                 |                              |  |
| \$ Weighted Average Market Cap-3-Year Avg.                 | \$4.9 B                           | \$2.6 B                      |  |
| Largest Market Cap–3-Year Avg.                             | \$13.4 B                          | \$11.9 B                     |  |
| Annualized Standard Deviation–Since Inception <sup>‡</sup> | 17.1%                             | 19.6%                        |  |
|  |                                   |                              |  |

\*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.

<sup>†</sup>Free cash flow data is as of December 31, 2023. Prices are as of March 31, 2024. Excludes financials.

\*June 1, 1998. Standard deviation for the KAR strategy is based on net of fee returns. This material is deemed supplemental and complements the performance and disclosure at the end of this presentation. 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.

## **Small Cap Quality Value Portfolio**

First Quarter 2024

## **Risk-Return Analysis**





#### **Historical Returns**

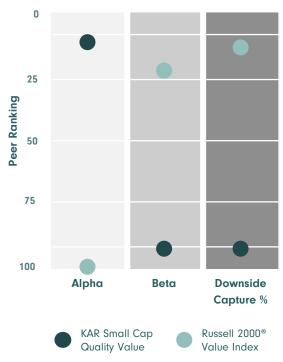
|                                     | KAR Small Cap         | KAR Small Cap                    | Russell 2000®<br>Value Index |
|-------------------------------------|-----------------------|----------------------------------|------------------------------|
|                                     | Quality Value (gross) | Quality Value (net) <sup>‡</sup> | value index                  |
| Annualized Returns (%) <sup>†</sup> |                       |                                  |                              |
| As of March 31, 2024                |                       |                                  |                              |
| 1 <sup>st</sup> Quarter             | 4.09                  | 3.86                             | 2.90                         |
| One Year                            | 21.60                 | 20.53                            | 18.75                        |
| Three Years                         | 0.58                  | (0.33)                           | 2.22                         |
| Five Years                          | 11.18                 | 10.19                            | 8.17                         |
| Seven Years                         | 9.15                  | 8.18                             | 6.55                         |
| Ten Years                           | 10.11                 | 9.13                             | 6.87                         |
| Inception*                          | 11.23                 | 10.24                            | 7.93                         |
| Annual Returns (%)                  |                       |                                  |                              |
| 2023                                | 20.02                 | 18.95                            | 14.65                        |
| 2022                                | (23.41)               | (24.11)                          | (14.48)                      |
| 2021                                | 20.68                 | 19.62                            | 28.27                        |
| 2020                                | 29.85                 | 28.71                            | 4.63                         |
| 2019                                | 25.79                 | 24.68                            | 22.39                        |
| 2018                                | (14.80)               | (15.57)                          | (12.86)                      |
| 2017                                | 20.48                 | 19.41                            | 7.84                         |
| 2016                                | 26.74                 | 25.62                            | 31.74                        |
| 2015                                | (0.16)                | (1.05)                           | (7.47)                       |
| 2014                                | 3.05                  | 2.13                             | 4.22                         |
| 2013                                | 41.06                 | 39.84                            | 34.52                        |
| 2012                                | 9.97                  | 8.99                             | 18.05                        |
| 2011                                | 6.57                  | 5.61                             | (5.50)                       |
| 2010                                | 25.10                 | 24.00                            | 24.50                        |
| 2009                                | 26.97                 | 25.85                            | 20.58                        |
| 2008                                | (28.51)               | (29.17)                          | (28.92)                      |
| 2007                                | 2.19                  | 1.27                             | (9.78)                       |
| 2006                                | 24.45                 | 23.36                            | 23.48                        |
| 2005                                | 8.88                  | 7.91                             | 4.71                         |
| 2004                                | 28.10                 | 26.98                            | 22.25                        |
| 2003                                | 21.88                 | 20.80                            | 46.03                        |
| 2002                                | 1.11                  | 0.21                             | (11.43)                      |
| 2001                                | 19.42                 | 18.36                            | 14.02                        |
| 2000                                | 24.92                 | 23.82                            | 22.83                        |
| 1999                                | (7.69)                | (8.52)                           | (1.49)                       |
| 1998 <sup>  </sup>                  | 9.61                  | 9.04                             | (10.93)                      |

\*June 1, 1998

<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.

## **Peer Comparison Chart**

Inception\* to March 31, 2024



The eVestment Small Cap Value Universe includes 56 managers categorized in the small cap value asset class by eVestment. KAR does not pay any fees to be included in the eVestment Small Cap Value Universe or for the ranking itself. KAR does pay fees for the use of certain products and services provided by eVestment. 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 ue to currency fluctuations. **Past performance is no guarantee of future results**.

## **Performance Statistics**

Inception\* to March 31, 2024

|                      | KAR Small<br>Cap Quality<br>Value (gross) | KAR Small<br>Cap Quality<br>Value (net) | Russell<br>2000®<br>Value Index |
|----------------------|---|---|---------------------------------|
| Alpha                | 4.35                                      | 3.42                                    | 0.00                            |
| Sharpe<br>Ratio      | 0.54                                      | 0.48                                    | 0.31                            |
| Information<br>Ratio | 0.37                                      | 0.26                                    | N/A                             |
| Beta                 | 0.78                                      | 0.78                                    | 1.00                            |
| Downside<br>Capture  | 71.76                                     | 73.35                                   | 100.00                          |
| Tracking<br>Error    | 9.01                                      | 9.01                                    | N/A                             |

<sup>II</sup>Performance calculations are for the seven months ended December 31, 1998. 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. 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.

## **Small Cap Quality Value Composite**

First Quarter 2024

## Disclosure

| Year | Composite<br>Gross Return<br>(%) | Composite<br>Net Return<br>(%) | Russell 2000®<br>Value Index<br>Return<br>(%) | Composite<br>3-Yr Std Dev<br>(%) | Benchmark<br>3-Yr Std Dev<br>(%) | Number of<br>Accounts | Internal<br>Dispersion<br>(%) | Composite<br>Assets<br>(\$ Millions) | Firm<br>Assets<br>(\$ Millions) |
|------|----------------------------------|--------------------------------|---|----------------------------------|----------------------------------|-----------------------|-------------------------------|--------------------------------------|---------------------------------|
| 2014 | 3.05                             | 1.72                           | 4.22  | 13.06                            | 12.98                            | 149                   | 0.52                          | 581                                  | 7,989                           |
| 2015 | (0.16)                           | (1.45)                         | (7.47)  | 13.94                            | 13.65                            | 151                   | 0.20                          | 535                                  | 8,095                           |
| 2016 | 26.74                            | 25.13                          | 31.74   | 14.30                            | 15.72                            | 141                   | 1.13                          | 711                                  | 9,989                           |
| 2017 | 20.48                            | 18.94                          | 7.84  | 12.32                            | 14.17                            | 191                   | 0.56                          | 996                                  | 14,609                          |
| 2018 | (14.80)                          | (15.92)                        | (12.86)                                       | 14.42                            | 15.98                            | 152                   | 0.35                          | 895                                  | 17,840                          |
| 2019 | 25.79                            | 24.20                          | 22.39   | 14.59                            | 15.90                            | 126                   | 0.65                          | 1,107                                | 25,685                          |
| 2020 | 29.85                            | 28.20                          | 4.63  | 22.12                            | 26.49                            | 121                   | 0.97                          | 1,835                                | 39,582                          |
| 2021 | 20.68                            | 19.15                          | 28.27   | 19.96                            | 25.35                            | 118                   | 0.36                          | 2,932                                | 47,269                          |
| 2022 | (23.41)                          | (24.42)                        | (14.48)                                       | 23.28                            | 27.66                            | 125                   | 0.24                          | 1,942                                | 33,531                          |
| 2023 | 20.02                            | 18.49                          | 14.65   | 20.07                            | 22.06                            | 115                   | 0.44                          | 2,032                                | 41,186                          |

The Russell 2000® Value Index is a trademark/service mark of Frank Russell Company. Russell® is a trademark of Frank Russell Company.

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 Small Cap Quality Value Composite has had a performance examination for the period from January 1, 1999 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 Advisers 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 Small Cap Quality Value Portfolios. Small Cap Quality Value Portfolios are invested in equity securities with capitalizations consistent with the Russell 2000® Value Index, that have market control, rising free cash flow, shareholderoriented management, strong consistent profit growth and low-debt balance sheets. For comparison purposes, the composite is measured against the Russell 2000<sup>®</sup> Value Index. The Russell 2000<sup>®</sup> Value Index is a market capitalization-weighted index of value-oriented stocks of the 2,000 smallest companies in the Russell Universe, which comprises the 3,000 largest U.S. companies. The index is calculated on a total-return basis with dividends reinvested. Benchmark returns are not covered by the report of independent verifiers. The inception date of the composite is June 1998. The composite was created in June 1998. Policies for valuing 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 1.30% for all periods presented. The standard Institutional management fee schedule currently in effect is as follows: 0.90% for the first \$25 million; 0.80% on the next \$25 million; 0.70% on the balance. The maximum Wealth Advisory Services Fee in effect is 1.30% for all assets, which breaks out as follows: 1.00% for the first \$3 million: 0.80% on the next \$2 million; 0.70% on the next \$5 million; 0.60% on the balance; with an additional 0.30% for any assets invested in separately managed accounts strategies. The standard investment advisory fee schedule currently in effect for clients not engaging in Wealth Advisory Services is 1.00%. Actual management fees charged may vary depending on applicable fee schedules and portfolio size, among other things. 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 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 assetweighted 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

Standard Deviation: Measures variability of returns around the average return for an investment portfolio. Higher standard deviation suggests greater risk. Alpha: A risk-adjusted measure of an investment's excess return relative to a benchmark. 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 tatistical measure of an investment manager performed relative to an index during periods when that index has dropped.

Tracking Error: The divergence between the price behavior of a position or a portfolio and the price behavior of a benchmark. It is reported as a standard deviation percentage difference, which reports the difference between the return an investor receives and that of the benchmark they were attempting to imitate.

#### INDEX DEFINITION

The Russell 2000<sup>®</sup> Value Index is a market capitalization-weighted index of value-oriented stocks of the smallest 2,000 companies in the Russell Universe, which comprises the 3,000 largest U.S. companies. The index is calculated on a total return basis with dividends reinvested. The index is unmanaged, its returns do not reflect any fees, expenses, or sales charges, and is not available for direct investment.