

## Small-Mid Cap Core Portfolio

First Quarter 2024

### Portfolio Review

The Small-Mid Cap Core portfolio outperformed the Russell 2500 Index in the first quarter. Good stock selection in financials and an underweight in real estate contributed positively to performance. Poor stock selection in information technology and consumer discretionary detracted from performance.

The biggest contributors to performance during the quarter were Saia and Interactive Brokers Group.

- Saia's shares performed strongly after the company reported better-than-expected operating results and positive commentary about increases in shipment volumes and margin improvement in the coming year. The recent bankruptcy of a competitor also was a positive catalyst.
- Interactive Brokers Group reported continued growth in revenues and profits, as well as growth in customer accounts and customer equity. This strong fundamental business performance caused shares to appreciate.
- Other top contributors included W. R. Berkley, LPL Financial, and Charles River Laboratories.

The biggest detractors from performance during the quarter were ANSYS and Aspen Technology.

- At the start of the 2024, ANSYS entered into a definitive agreement to be acquired. While the deal awaits approval, shares have been rangebound near the offer price. For the quarter, the company reported healthy growth in annual contract value with operating income ahead of street and management expectations. The company did not hold an earnings call or update guidance.
- Aspen Technology's shares underperformed after the company reported lower-than-expected operating results. We believe investors are concerned that the company may not achieve its full-year financial outlook.
- Other bottom detractors included Exponent, Teledyne Technologies, and Dolby Laboratories.

### Purchases and Sales

During the quarter, there were no new purchases or complete sales from the portfolio.

### 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-Mid Cap  
**Sub-Style:** Core  
**Index:** Russell 2500™  
**Portfolio Inception:** 1992  
**Portfolio Assets:** \$21,142.9 M\*  
**Portfolio Turnover:** 25%–35%

### Investment Management Team

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

### Top Five Holdings

As of March 31, 2024

Company	Percent of equity (%)
Bentley Systems	4.9
POOLCORP	4.5
Lennox International	4.4
Cooper Companies	4.4
Charles River Laboratories International	4.0
<b>Total</b>	<b>22.2</b>

\* 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-Quality Universe	Proprietary Fundamental Research	Portfolio Construction	Sell Discipline
<b>Quantitative Screens</b> <ul style="list-style-type: none"> <li>High return on capital over a full economic cycle</li> <li>Long and resilient earnings history</li> <li>High return on net operating assets</li> <li>Minimal debt</li> </ul> <b>Other Resources</b> <ul style="list-style-type: none"> <li>Research on existing portfolio holdings</li> <li>Meetings with companies</li> <li>Industry reviews</li> <li>Investment conferences</li> <li>Third-party research</li> </ul>	<b>Qualitative Analysis</b> <ul style="list-style-type: none"> <li>Evaluate sustainability of business model and assess management's ability to direct capital where it can create further control of its market</li> </ul> <b>Financial Analysis</b> <ul style="list-style-type: none"> <li>Evaluate basis for profitability, long-term growth potential, and ability to allocate capital appropriately</li> </ul> <b>Valuation Analysis</b> <ul style="list-style-type: none"> <li>Determine the current and potential value of the business</li> </ul>	<b>Position Weights</b> <ul style="list-style-type: none"> <li>Maximum initial position size is 5% (at cost)</li> <li>Maximum position size is 10% (at market)</li> </ul> <b>Sector Tolerances</b> <ul style="list-style-type: none"> <li>Seek broad diversification, but no sector constraints</li> </ul> <b>Non-U.S. Holdings</b> <ul style="list-style-type: none"> <li>Up to 20%</li> </ul> <b>Holding Period</b> <ul style="list-style-type: none"> <li>Typically 3-to-5 years, but is often longer</li> <li>Portfolio turnover is typically 25% to 35%</li> </ul> <b>Cash Levels</b> <ul style="list-style-type: none"> <li>Typically will not exceed 10% once a portfolio is fully invested; review by CIO triggered if over 10%</li> </ul>	<b>Extended Valuation</b> <b>Portfolio Upgrade</b> <b>Acquisition Activity</b> <b>Negative Company or Industry Changes</b>

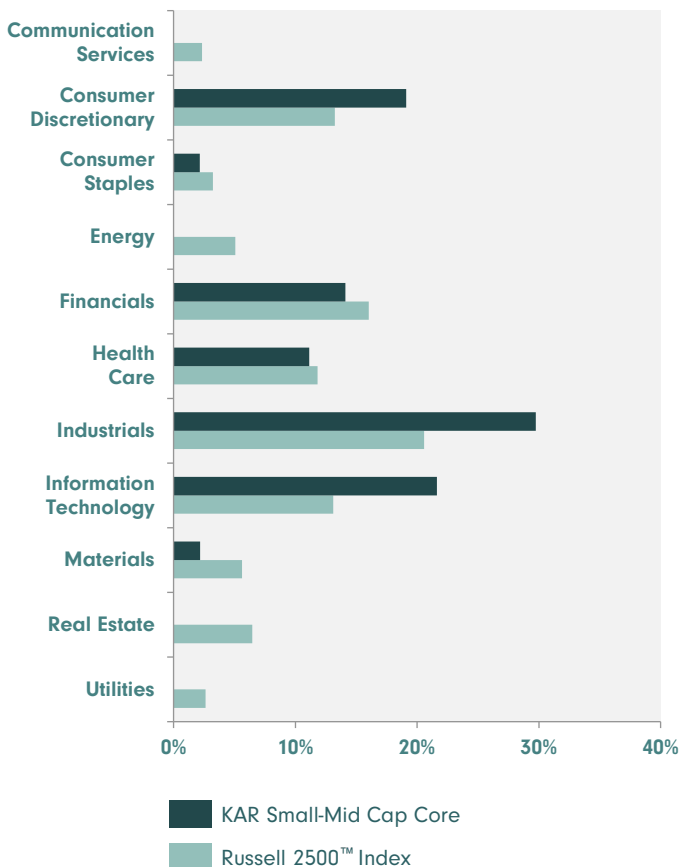
Higher Quality

Stronger, More Consistent Growth

Better Value

## Sector Diversification

As of March 31, 2024



## Portfolio Characteristics

As of March 31, 2024

	KAR Small-Mid Cap Core	Russell 2500™ Index
<b>Quality</b>		
Return on Equity—Past 5 Years	24.3%	13.6%
Debt/EBITDA*	1.6 x	2.1 x
Earnings Variability—Past 10 Years	41.1%	75.5%
<b>Growth</b>		
Earnings Per Share Growth—Past 5 Years	14.3%	14.2%
Earnings Per Share Growth—Past 10 Years	13.5%	10.8%
Capital Generation—{ROE x (1-Payout)}	19.5%	10.7%
<b>Value</b>		
P/E Ratio—Trailing 12 Months	37.6 x	32.8 x
Dividend Yield	0.7%	1.4%
Free Cash Flow Yield <sup>†</sup>	3.2%	3.5%
<b>Market Characteristics</b>		
\$ Weighted Average Market Cap—3-Year Avg.	\$14.7 B	\$6.7 B
Largest Market Cap—3-Year Avg.	\$36.1 B	\$28.1 B
Annualized Standard Deviation—Since Inception <sup>‡</sup>	15.5%	18.1%

\*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.

<sup>‡</sup>April 1, 1992. 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.

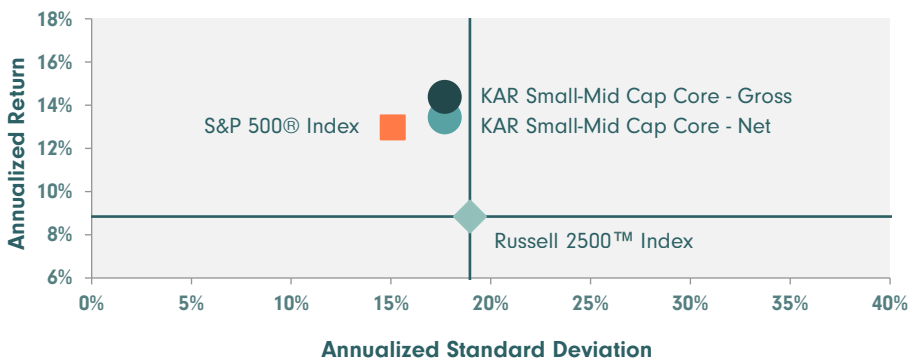
Holdings are subject to change. Holdings and weightings are based on a representative portfolio. Individual Investors' holdings may differ slightly. The sector information represented above is based on GICS sector classifications. Data is obtained by FactSet Research Systems and is assumed to be reliable.

# Small-Mid Cap Core Portfolio

First Quarter 2024

## Risk-Return Analysis

Ten Years Ending March 31, 2024



## Historical Returns

	KAR Small-Mid Cap Core (gross)	KAR Small-Mid Cap Core (net) <sup>†</sup>	Russell 2500™ Index
<b>Annualized Returns (%)<sup>†</sup></b>			
As of March 31, 2024			
1 <sup>st</sup> Quarter	7.76	7.54	6.92
One Year	24.28	23.24	21.43
Three Years	5.16	4.27	2.97
Five Years	15.75	14.78	9.90
Seven Years	14.51	13.55	9.45
Ten Years	14.39	13.44	8.84
Inception*	11.90	10.96	10.43
<b>Annual Returns (%)</b>			
2023	24.93	23.89	17.42
2022	(23.14)	(23.80)	(18.37)
2021	20.81	19.80	18.18
2020	36.34	35.21	19.99
2019	40.77	39.61	27.77
2018	(4.17)	(4.98)	(10.00)
2017	19.84	18.84	16.81
2016	17.30	16.32	17.59
2015	6.16	5.27	(2.90)
2014	9.74	8.81	7.07
2013	31.61	30.52	36.80
2012	8.82	7.90	17.88
2011	8.45	7.54	(2.51)
2010	20.46	19.45	26.71
2009	30.58	29.50	34.39
2008	(30.20)	(30.81)	(36.79)
2007	0.35	(0.50)	1.38
2006	13.83	12.88	16.17
2005	3.13	2.26	8.11
2004	14.19	13.23	18.29
2003	24.81	23.78	45.51
2002	(16.98)	(17.69)	(17.80)
2001	5.06	4.17	1.22
2000	23.80	22.77	4.27
1999	6.09	5.20	24.14
1998	21.39	20.38	0.38
1997	20.82	19.82	24.36
1996	27.00	25.95	19.03
1995	17.47	16.49	31.70
1994	2.75	1.88	(1.05)
1993	20.00	19.00	16.55
1992 <sup>§</sup>	9.65	8.96	11.36

\*April 1, 1992

<sup>†</sup>All periods less than one year are total returns and are not annualized. Returns are final. Returns could be reduced, or losses incurred, due to currency fluctuations.

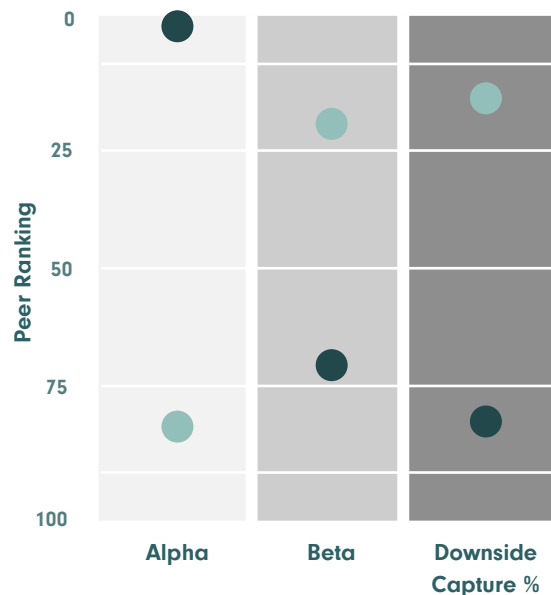
<sup>‡</sup>Net of all fees and expenses. Assumes a 0.85% annual fee. Fees presented on the Disclosure page could vary from the assumed fee in the net-of-fee calculation, as actual fees paid by a particular client account differ depending on a variety of factors including, but not limited to, business 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.

<sup>§</sup>Performance calculations are for the nine months ended December 31, 1992.

This material is deemed supplemental and complements the performance and disclosure at

## Peer Comparison Chart

Ten Years Ending March 31, 2024



● KAR Small-Mid Cap Core ● Russell 2500™ Index

The eVestment Small-Mid Cap Core Universe includes 49 managers categorized in the small-mid cap core asset class by eVestment. KAR does not pay any fees to be included in the eVestment Small-Mid Cap Core 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 due to currency fluctuations. **Past performance is no guarantee of future results.**

## Performance Statistics

Ten Years Ending March 31, 2024

	KAR Small-Mid Cap Core (gross)	KAR Small-Mid Cap Core (net)	Russell 2500™ Index
Alpha	6.07	5.18	0.00
Sharpe Ratio	0.73	0.68	0.39
Information Ratio	0.83	0.69	N/A
Beta	0.87	0.87	1.00
Downside Capture	78.13	79.66	100.00
Tracking Error	6.70	6.70	N/A

the end of this presentation. Returns for the Kayne Anderson Rudnick composite are final. All periods less than one year are total returns and are not annualized. For periods prior to July 1, 2000, the Small-Mid Cap Core composite calculations have been linked to the firm's Small Cap Core composite performance, which represents all taxable and nontaxable, fully discretionary Small Cap Core Portfolios (including cash) under management for at least one full quarter. Beginning on July 1, 2000, only Small-Mid Cap Core Portfolios are included in the composite. 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.**

# Small-Mid Cap Core Composite

First Quarter 2024

## Disclosure

Year	Composite Gross Return (%)	Composite Net Return (%)	Russell 2500™ Index Return (%)	Composite 3-Yr Std Dev (%)	Benchmark 3-Yr Std Dev (%)	Number of Accounts	Internal Dispersion (%)	Composite Assets (\$ Millions)	Firm Assets (\$ Millions)
2014	9.74	8.33	7.07	10.27	11.84	20	0.26	21	7,989
2015	6.16	4.80	(2.90)	12.23	12.59	18	0.23	21	8,095
2016	17.30	15.80	17.59	12.63	13.86	39	0.13	34	9,989
2017	19.84	18.31	16.81	11.15	12.31	83	0.32	137	14,609
2018	(4.17)	(5.41)	(10.00)	13.32	14.30	92	0.29	111	17,840
2019	40.77	39.00	27.77	14.87	14.79	135	0.69	225	25,685
2020	36.34	34.61	19.99	21.16	24.55	190	1.44	1,008	39,582
2021	20.81	19.27	18.18	19.01	22.80	319	0.28	2,031	47,269
2022	(23.14)	(24.16)	(18.37)	23.20	25.52	362	0.38	1,863	33,531
2023	24.93	23.34	17.42	20.94	20.43	364	0.54	2,656	41,186

The Russell 2500™ 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-Mid Cap Core 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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quality.

The composite includes all fully discretionary institutional and pooled Small-Mid Cap Core Portfolios. Small-Mid Cap Core Portfolios are invested in equity securities with market capitalizations consistent with the Russell 2500™ 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 Russell 2500™ Index. The Russell 2500™ Index is a market capitalization-weighted index of the 2,500 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 the independent verifiers. The inception date of the composite is April 1992. The composite was created in July 2000. 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: 0.85% for the first \$25 million; 0.75% on the next \$25 million; 0.70% on the next \$50 million; 0.60% 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 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

**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 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.

**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 2500™ Index is a market capitalization-weighted index of the 2,500 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. The index is unmanaged, its returns do not reflect any fees, expenses, or sales charges, and is not available for direct investment.