# Small-Mid Cap Growth Portfolio

First Quarter 2024

# **Portfolio Review**

The Small-Mid Cap Growth portfolio underperformed the Russell 2500 Growth Index in the first quarter. Poor stock selection in information technology and financials detracted the most from performance. Positive stock selection in health care and an underweight in materials contributed positively to performance. It is also worth noting that higher beta stocks tended to have better performance this quarter, most notably technology names. The portfolio's lower exposure to companies with higher beta detracted from performance during the period.

The biggest contributors to performance during the quarter were Ryan Specialty and Saia. Ryan Specialty experienced increasing policy flow into the excess and surplus portion of the property and casualty insurance market as underwriters sought more flexibility with setting rates and policy terms. Saia 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. Other top contributors included HealthEquity, West Pharmaceutical Services, and Fair Isaac.

The biggest detractors to performance during the quarter were MarketAxess Holdings and Clearwater Analytics. During the calendar quarter, MarketAxess experienced headwinds including low credit volatility, liquidity, and an inverted yield curve, all of which affected the company's daily volumes and fee per transactions. A trading protocol, pioneered by a competitor, continued to win market share from MarketAxess's trading protocols. These issues resulted in the shares underperforming. We sold our position during the quarter. Clearwater Analytics reported a good quarter of bookings, revenue growth, and profit growth. However, the shares declined due to management providing guidance for growth below market expectations, as well as an additional secondary offering by the company's private equity holders reducing their ownership. Other bottom contributors included FactSet Research Systems, Azenta, and Teledyne Technologies.

## **Purchases and Sales**

During the quarter, we purchased Advanced Drainage Systems, and we sold Cooper Companies and MarketAxess Holdings (described above). Advanced Drainage Systems is one of the largest manufacturers of HDPE pipe products used in large scale infrastructure projects. It is also the leader in modern septic tanks. With an entrenched position among the largest distributors and a robust engineering-focused salesforce, we believe the company often benefits from being spec'd in on design drawings and approvals. As we see it, the company leverages its scale in manufacturing and transportation to effectively compete against smaller local players, which results in better overall profitability. We sold our position in Cooper Companies because of a stretched valuation and concerns that pricing may be weakening while the company is investing in new capacity. While we still view Cooper as a quality business, its relatively large market capitalization, valuation, and debt levels led us to the sale of our position.

# 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 expect companies who are competitively advantaged with better profitability, cash flow, as well as lower leverage to be able to better distinguish themselves going forward.

# **Portfolio Highlights**

Style: Small-Mid Cap Sub-Style: Growth Index: Russell 2500<sup>TM</sup> Growth Portfolio Inception: 2018 Portfolio Assets: \$621.6 M\* Portfolio Turnover: 25%-35%

## **Investment Management Team**

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

# **Top Five Holdings**

As of March 31, 2024

Company	Percent of equity (%)
Ryan Specialty	5.9
Fair Isaac	5.7
West Pharmaceutical Services	s 5.5
Saia	5.0
HEICO	4.9
Total	27.0

### \* 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

#### **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

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 25% to 35%

**Position Weights** 

**Sector Tolerances** 

sector constraints

Non-U.S. Holdings

**Holding Period** 

(at cost)

market)

• Up to 20%

longer

**Cash Levels** 



#### **Extended Valuation**

- **Portfolio Upgrade**
- **Acquisition Activity**

Negative Company or Industry Changes

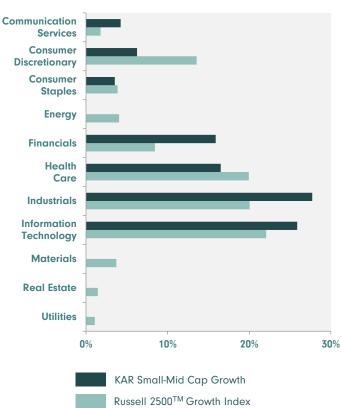
## **Higher Quality**

## Stronger, More Consistent Growth

## **Better Value**

## Sector Diversification

As of March 31, 2024



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## Portfolio Characteristics As of March 31, 2024

	KAR Small-Mid Cap Growth	Russell 2500 <sup>™</sup> Growth Index
Quality		
Return on Equity—Past 5 Years	18.9%	15.3%
Debt/EBITDA*	1.4 x	1.4 x
Earnings Variability–Past 10 Years	40.9%	73.7%
Growth		
Earnings Per Share Growth–Past 10 Years	11.7%	14.5%
Capital Generation—{ROE x (1-Payout)}	15.9%	13.6%
Value		
P/E Ratio–Trailing 12 Months	68.9 x	55.2 x
Free Cash Flow Yield <sup>†</sup>	1.9%	2.4%
Market Characteristics		
\$ Weighted Average Market Cap.	\$14.2 B	\$8.9 B
Largest Market Cap	\$34.1 B	\$58.4 B

\*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. 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.

First Quarter 2024

# **Risk-Return Analysis**



# **Historical Returns**

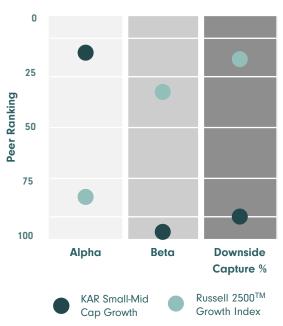
	KAR Small-Mid Cap Growth (gross)	KAR Small-Mid Cap Growth (net) <sup>‡</sup>	Russell 2500™ Growth Index	
Annualized Returns (%) <sup>†</sup> As of March 31, 2024				
1 <sup>st</sup> Quarter	5.18	4.96	8.51	
One Year	17.96	16.97	21.12	
Three Years	3.08	2.21	(0.81)	
Five Years	13.76	12.81	9.39	
Inception*	13.63	12.68	8.25	

### Annual Returns (%)

2023	20.07	19.06	18.93
2022	(21.94)	(22.62)	(26.21)
2021	6.58	5.68	5.04
2020	48.40	47.18	40.47
2019	46.11	44.91	32.65
2018 <sup>§</sup>	(9.44)	(9.77)	(15.93)

## **Peer Comparison Chart**

Inception\* to March 31, 2024



The eVestment Small-Mid Cap Growth Universe includes 63 managers categorized in the small-mid cap growth asset class by eVestment. KAR does not pay any fees to be included in the eVestment Small-Mid Cap Growth 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 refuced or losses incurred due to currency fluctuations. **Past performance is no guarantee of future results.** 

## **Performance Statistics**

Inception\* to March 31, 2024

	KAR Small- Mid Cap Growth (gross)	KAR Small- Mid Cap Growth (net)	Russell 2500 <sup>TM</sup> Growth Index
Alpha	6.13	5.23	0.00
Sharpe Ratio	0.57	0.52	0.26
Information Ratio	0.58	0.47	N/A
Beta	0.79	0.79	1.00
Downside Capture	73.01	74.38	100.00
Tracking Error	9.35	9.35	N/A

\*August 1, 2018

+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.

\*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 five months ended December 31, 2018.

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.

# **Small-Mid Cap Growth Composite**

First Quarter 2024

# **Disclosure**

Year	Composite Gross Return (%)	Composite Net Return (%)	Russell 2500 <sup>™</sup> Growth Index Return (%)	Composite 3-Yr Std Dev (%)	Benchmark 3-Yr Std Dev (%)	Number of Accounts	Internal Dispersion (%)	Composite Assets (\$ Millions)	Firm Assets (\$ Millions)
2018*	(9.44)	(9.95)	(15.93)	N/A	N/A	< 5	N/A	< 1	17,840
2019	46.11	44.28	32.65	N/A	N/A	< 5	N/A	< 1	25,685
2020	48.40	46.54	40.47	N/A	N/A	65	N/A	24	39,582
2021	6.58	5.21	5.04	18.89	22.28	126	0.81	427	47,269
2022	(21.94)	(22.97)	(26.21)	22.52	25.54	109	0.59	352	33,531
2023	20.07	18.54	18.93	19.56	21.25	100	0.42	471	41,186

\*2018 performance numbers in this table reflect the composite inception date of August 1, 2018 through December 31, 2018.

The Russell 2500™ Growth 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 Growth Composite has had a performance examination for the period from August 1, 2018 through December 31, 2023. The verification and performance examination reports are available upon request.

GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

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 is defined as all fully discretionary institutional and pooled Small-Mid Cap Growth Portfolios. Small-Mid Cap Growth Portfolios are invested in equity securities with market capitalizations consistent with the Russell 2500™ Growth Index, that have market control, solid 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™ Growth Index. The Russell 2500™ Growth Index is a market capitalizationweighted index of growth-oriented stocks 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 August 2018. The composite was created in August 2018. Prior to April 2024, the name of the composite was the Small-Mid Cap Sustainable Growth Composite. 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 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, which measures the variability of the composite (using gross returns) and the benchmark for the 36-month period, is not presented for periods prior to 2021 because 36 monthly composite returns are not available.

#### GLOSSARY

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<sup>™</sup> Growth Index is a market capitalization-weighted index of growth-oriented stocks 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.