



## **Small-Mid Cap Quality Value Portfolio**

First Quarter 2024

#### **Portfolio Review**

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

The biggest contributors to performance during the quarter were W. R. Berkley and TransUnion.

- We believe a hard insurance cycle and past underwriting discipline is propelling healthy growth and profitability at W. R. Berkley.
- TransUnion's shares outperformed in the quarter following a significant correction last quarter
  as the company generated better-than-expected financial results with stabilization in lending
  markets and some improvements in emerging vertical markets. Additionally, the company
  accelerated cost reduction initiatives and provided constructive full-year guidance with
  upside potential should interest rates move lower.
- Other top contributors included Armstrong World Industries, LPL Financial, and Kadant.

The biggest detractors to performance during the quarter were Bank of Hawaii and RBC Bearings.

- 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.
- We believe RBC Bearings' underperformance in the quarter was driven by the decline in its Industrial business year-over-year as an improved supply chain created a bulge in the prior year period.
- Other bottom contributors included National Beverage, Leslie's, and Toro.

#### **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: Value Index: Russell 2500™ Value Portfolio Inception: 2008 Portfolio Assets: \$712.1 M\* Portfolio Turnover: 25%–35%

## **Investment Management Team**

Name	Research Start Date
<b>Julie Kutasov</b> Portfolio Manager + Senior Research Ana	2001 llyst
<b>Craig Stone</b> Portfolio Manager + Senior Research Ana	1990 llyst
<b>Todd Beiley, CFA</b> Senior Research Analyst	1999
Julie Biel, CFA Senior Research Analyst	2004
<b>Jon Christensen, CFA</b> Senior Research Analyst	1995
Chris Wright, CFA Senior Research Analyst	2012
Adam Xiao, CFA Senior Research Analyst	2013
<b>Tyler Cantarano</b> 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 (%)
W. R. Berkley	5.7
Lennox International	4.8
TransUnion	4.6
Broadridge Financial Solution	ns 4.4
Graco	4.2
Total	23.7

<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 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.







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
Fundamenta
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

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Portfolio Construction

#### **Position Weights**

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

#### **Sector Tolerances**

Seek broad diversification, but no sector constraints

#### Non-U.S. Holdings

• Up to 20%

#### **Holding Period**

- Typically 3-to-5 years, but is often longer
- 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%



**Extended Valuation** 

**Portfolio Upgrade** 

**Acquisition Activity** 

Negative Company or Industry Changes

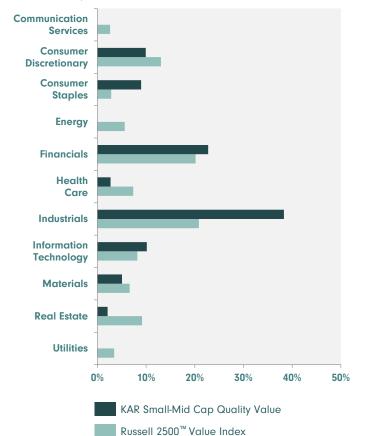
**Higher Quality** 

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 Quality Value	Russell 2500™ Value Index
Quality		
Return on Equity—Past 5 Years	25.3%	12.8%
Debt/EBITDA*	1.5 x	2.5 x
Earnings Variability—Past 10 Years	36.2%	76.3%
Growth		
Earnings Per Share Growth—Past 5 Years	7.2%	11.6%
Earnings Per Share Growth—Past 10 Years	11.2%	9.4%
Dividend Per Share Growth—Past 5 Years	8.9%	6.6%
Dividend Per Share Growth—Past 10 Years	12.7%	7.3%
Capital Generation—{ROE x (1-Payout)}	18.1%	9.4%
Value		
P/E Ratio—Trailing 12 Months	33.6 x	26.7 x
Dividend Yield	1.0%	1.8%
Free Cash Flow Yield <sup>†</sup>	3.7%	4.3%
Market Characteristics		
\$ Weighted Average Market Cap—3-Year Avg.	\$10.3 B	\$6.8 B
Largest Market Cap-3-Year Avg.	\$32.7 B	\$25.0 B
Annualized Standard Deviation—Since Inception $^{\ddagger}$	17.9%	20.2%

\*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.

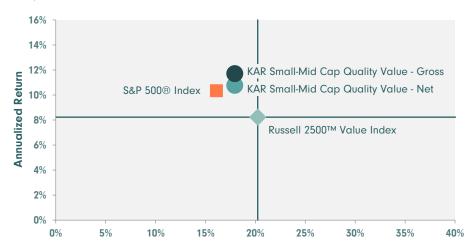
\*January 1, 2008. Standard deviation for the KAR strategy is based on net-of-fee returns. This material is deemed supplemental and complements the performance and disclosure at the end of this presentation. Data is obtained from FactSet Research Systems and BNY Mellon and is assumed to be reliable. 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-Mid Cap Quality Value Portfolio**

First Quarter 2024

### **Risk-Return Analysis**

Inception\* to March 31, 2024



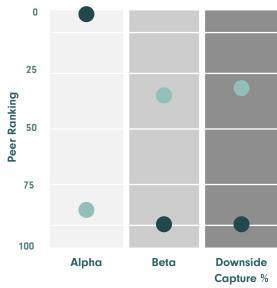
#### **Annualized Standard Deviation**

#### **Historical Returns**

	KAR Small-Mid Cap Quality Value (gross)	KAR Small-Mid Cap  Quality Value (net) <sup>‡</sup> Russell 250  Value Ind		
Annualized Returns (%)†				
As of March 31, 2024				
1 <sup>st</sup> Quarter	6.73	6.51	6.07	
One Year	20.41	19.40	21.33	
Three Years	2.94	2.07	5.36	
Five Years	12.31	11.36	9.38	
Seven Years	10.58	9.65	7.74	
Ten Years	10.73	9.80	7.68	
Inception*	11.71	10.77	8.23	
Annual Returns (%)				
2023	17.68	16.69	15.98	
2022	(19.94)	(20.63)	(13.08)	
2021	22.18	21.16	27.78	
2020	24.69	23.65	4.88	
2019	33.20	32.09	23.56	
2018	(11.97)	(12.73)	(12.36)	
2017	18.43	17.44	10.36	
2016	19.69	18.69	25.20	
2015	(0.58)	(1.42)	(5.49)	
2014	8.88	7.96	7.11	
2013	36.30	35.17	33.32	
2012	11.01	10.07	19.21	
2011	7.40	6.49	(3.36)	
2010	25.83	24.79	24.82	
2009	32.51	31.41	27.68	
2008	(18.99)	(19.69)	(31.99)	

## **Peer Comparison Chart**

Inception\* to March 31, 2024







The eVestment Small-Mid Cap Value Universe includes 45 managers categorized in the small-mid cap value asset class by eVestment. KAR does not pay any fees to be included in the eVestment Small-Mid 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 due to currency fluctuations. Past performance is no guarantee of future results.

## **Performance Statistics**

Inception\* to March 31, 2024

	KAR Small-Mid Cap Quality Value (gross)	KAR Small-Mid Cap Quality Value (net)	Russell 2500 <sup>™</sup> Value Index
Alpha	4.25	3.37	0.00
Sharpe Ratio	0.60	0.55	0.36
Information Ratio	0.53	0.38	N/A
Beta	0.84	0.84	1.00
Downside Capture	76.99	78.40	100.00
Tracking Error	6.62	6.62	N/A

<sup>\*</sup>January 1, 2008

<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.

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 Quality Value Composite**

First Quarter 2024

#### **Disclosure**

Year	Composite Gross Return (%)	Composite Net Return (%)	Russell 2500 <sup>™</sup> Value Index Return (%)	Composite 3-Yr Std Dev (%)	Benchmark 3-Yr Std Dev (%)	Number of Accounts	Internal Dispersion (%)	Composite Assets (\$ Millions)	Firm Assets (\$ Millions)
2014	8.88	7.48	7.11	10.65	11.41	12	0.09	140	7,989
2015	(0.58)	(1.86)	(5.49)	12.25	12.19	17	0.05	371	8,095
2016	19.69	18.16	25.20	12.24	13.36	22	0.24	395	9,989
2017	18.43	16.92	10.36	10.88	11.98	49	0.45	427	14,609
2018	(11.97)	(13.13)	(12.36)	12.93	13.77	36	0.40	162	17,840
2019	33.20	31.51	23.56	13.84	14.43	22	0.12	183	25,685
2020	24.69	23.10	4.88	22.40	25.40	20	0.25	143	39,582
2021	22.18	20.62	27.78	20.55	24.49	74	0.15	232	47,269
2022	(19.94)	(21.00)	(13.08)	23.49	26.84	73	0.55	259	33,531
2023	17.68	16.17	15.98	19.33	20.99	61	0.18	333	41,186

The Russell 2500™ 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-Mid Cap Quality Value 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.

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 Quality Value Portfolios (including cash) under management for at least one full quarter. Small-Mid Cap Quality Value Portfolios are invested in equity securities with market capitalizations consistent with the Russell 2500™ Value 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™ Value Index. The Russell 2500™ Value Index is a market capitalization-weighted index of value-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 January 2008. The composite was created in June 2008. 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 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™ Value Index is a market capitalization-weighted index of value-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.