



Equity Income Portfolio

First Quarter 2025

Portfolio Review

The Equity Income portfolio outperformed the Russell 1000 Value Index in the first quarter. Good stock selection in industrials and good stock selection and an overweight in utilities contributed positively to performance. Poor stock selection and an overweight in information technology and poor stock selection in financials detracted from performance.

The biggest contributors to performance during the quarter were BAE Systems and Zurich Insurance Group.

- It has become increasingly clear that European countries need to increase their defense budgets amid the ongoing Russia-Ukraine conflict and a perceived retreat of U.S. involvement. In our view, BAE Systems is one of the main beneficiaries of this higher spend given its differentiated aerospace portfolio and robust operational capacity.
- Zurich Insurance's strong capital generation and the easing of concerns related to the company's Farmers Insurance business contributed to strong performance during the quarter.
- Other top contributors included AbbVie, Fortis, and IBM.

The biggest detractors to performance during the quarter were Broadcom and T. Rowe Price.

- Broadcom underperformed over the past quarter as the company was caught in a broad
 weakness among AI related stocks due to the DeepSeek surprise in January and fear of
 subsequent GPU overcapacity from hyperscaler providers. Recovery in non-AI
 semiconductors, such as wireless and industrials, remains slow for Broadcom. However, we
 believe it is still well positioned for AI ASIC as well as growth in Ethernet AI adoption.
- T. Rowe Price's stock was impacted by weak equity markets and negative net flows during the quarter.
- Other bottom contributors included PNC Financial Services Group, Flowers Foods, and Microsoft.

Outlook

The U.S. consumer is feeling far more negative than just a few months ago and business confidence has also declined. Many feel exhausted by higher prices, most notably grocery prices, which have not seen any material relief in terms of inflation. Tariffs, while traditionally a one-time price increase or tax, could have a more long-lasting impact on overall price levels should a global trade war materialize. This could lead to more persistent pressure on wage levels, and changes there could be self-reinforcing, leading to more prolonged inflation. That said, very few have ever struck it rich betting against the U.S. consumer. They have been the backbone of the decade-plus economic expansion we have enjoyed. With employment still quite strong, we do think consumer spending should remain intact, although with perhaps more deterioration for those at lower income levels.

Purchases and Sales

New Purchases	Complete Sales
Compass Group	Flowers Foods
Gilead Sciences	Lowe's
Lamar Advertising	McDonald's
	Omnicom Group
	UPS

Portfolio Highlights

Style: Large Cap
Index: Russell 1000® Value Index*
Portfolio Turnover: 25%–45%
Number of Holdings: 25–50

Investment Management Team

Name	Research Start Date
Richard Sherry, CFA Portfolio Manager + Senior Research An	1998 alyst
Chris Armbruster, CFA Senior Research Analyst	2004
Noran Eid Senior Research Analyst	2012
Katie Advena Research Analyst	2011
Luke Longinotti, CFA Governance & Sustainability Analyst	2020
Charlie Wang, CFA Research Analyst	2018
Clarissa Ali Associate Research Analyst	2023

Top 10 Holdings

As of March 31, 2025

Company	Percent of equity (%)
Zurich Insurance Group	5.2
Fortis	5.1
AbbVie	4.7
PNC Financial Services	4.3
Southern Company	3.9
Watsco	3.7
International Business Machin	nes 3.7
Broadcom	3.7
Coca-Cola	3.7
BAE Systems	3.4
Total	41.2

*The benchmark for the portfolio changed to the Russell 1000° Value Index on January 1, 2025. Prior to January 1, 2025, the benchmark was the MSCI° U.S. High Dividend Yield Index. This change has been applied retroactively and occurred due to the strategy's reduced emphasis on yield and to bring the strategy in line with industry peers.

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

KAR Universe

Typical Quantitative Screens

- Investment-grade balance sheet
- Market cap > \$1.0 billion
- 5-year average ROE > 7.5%No dividend cut the last five
- years (under normal market conditions)

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

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

Holding Period

- Typically 3-to-5 years, but is often longer
- Portfolio turnover is typically 25% to 45%

Cash Levels

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



Sell Discipli<u>ne</u>

Potential dividend cut

Balance sheet deterioration

Inability to cover dividend via internal cash generation over medium-to-long term

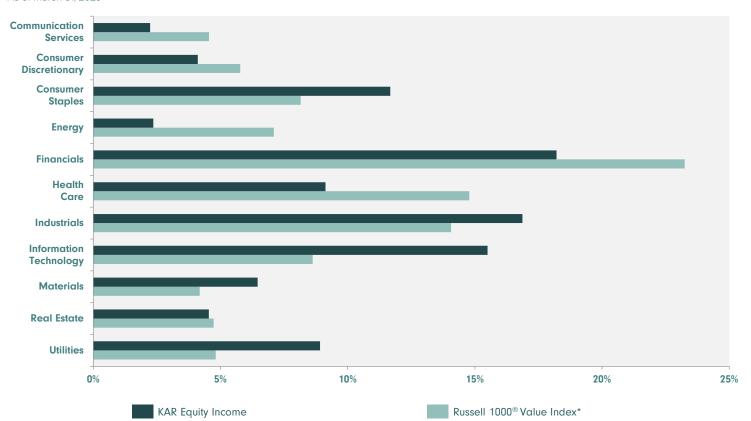
Seeking High Yield

Seeking Market Return

Seeking Low Risk

Sector Diversification

As of March 31, 2025



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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.

Equity Income Portfolio

First Quarter 2025

Portfolio Characteristics

As of March 31, 2025

	KAR Equity Income	Russell 1000 [®] Value Index*	
Quality	meenie	value maex	
Return on Equity—Past 5 Years	25.3%	16.4%	
Debt/EBITDA†	1.9 x	2.0 x	
Earnings Variability—Past 10 Years	29.7%	55.7%	
Growth			
Earnings Per Share Growth—Past 5 Years	7.8%	11.3%	
Earnings Per Share Growth—Past 10 Years	8.1%	8.6%	
Dividend Per Share Growth—Past 5 Years	7.4%	7.3%	
Dividend Per Share Growth—Past 10 Years	9.3%	7.8%	
Capital Generation—{ROE x (1-Payout)}	8.2%	9.5%	
Value			
P/E Ratio—Trailing 12 Months	23.1 x	22.6 x	
Dividend Yield [‡]	3.0%	2.1%	
Free Cash Flow Yield	3.8%	4.2%	
Market Characteristics			
Dividend Payout Ratio—5 Year Average	67.7%	41.9%	
\$ Weighted Average Market Cap	\$235.2 B	\$191.0 B	
Largest Market Cap	\$2,790.0 B	\$1,148.5 B	
Beta—Since Inception** (Net of Fees)	0.77	1.00	

Historical Returns

	KAR Equity Income (gross)	KAR Equity Income $(net)^\S$	Russell 1000® Value Index*
Annualized Returns (%)¶ As of March 31, 2025			
1 st Quarter	3.01	2.83	2.14
One Year	8.31	7.56	7.18
Inception**	10.53	9.76	13.95
Annual Returns (%)			
2024	10.57	9.81	14.37
2023	2.36	1.65	11.46
2022	(1.40)	(2.09)	(7.54)
2021	18.49	17.68	25.16
2020††	20.10	19.56	26.12

^{*}The benchmark for the portfolio changed to the Russell 1000® Value Index on January 1, 2025. Prior to January 1, 2025, the benchmark was the MSCI® U.S. High Dividend Yield Index. This change has been applied retroactively and occurred due to the strategy's reduced emphasis on yield and to bring the strategy in line with industry peers.

Free cash flow data is as of December 31, 2024. Prices are as of March 31, 2025. Excludes

§Net of all fees and expenses. Assumes a 0.70% 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.

*|All periods less than one year are total returns and are not annualized. Returns are final.

[†]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.

^{*}Dividend yield is a financial ratio that shows how much companies have paid out in dividends in the most recent year relative to their stock price at the end of such year Dividend yield is being shown here as a characteristic of the stocks held in the portfolio and not to infer how the stocks have or will perform, as dividends are not the only component of the portfolio's performance. Dividends are subject to change from year-to-year, and the portfolio's dividend yield could be lower or higher in future years.

^{††}Performance calculations are for the eight months ended December 31, 2020. This material is deemed supplemental and complements the performance and disclosure at the end of this presentation. For further details on the composite, please see the disclosure statement in this presentation. For interior details on the composite, please see the disclosure statement in this presentation. Other principal consultant firms may use different algorithms to calculate selected statistics. Estimates are based on certain assumptions and historical information. Data is obtained from FactSet Research Systems and BNY Mellon 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.





Equity Income Composite

First Quarter 2025

Disclosure

Year	Composite Gross Return (%)	Composite Net Return (%)	Russell 1000 [®] Value Index Return (%)	Composite 3-Yr Std Dev (%)	Benchmark 3-Yr Std Dev (%)	Number of Accounts	Internal Dispersion (%)	Composite Assets (\$ Millions)	Total Firm Assets (\$ Millions)
2020*	20.10	19.09	26.12	N/A	N/A	< 5	N/A	235	39,582
2021	18.49	16.98	25.16	N/A	N/A	7	N/A	250	47,269
2022	(1.40)	(2.68)	(7.54)	N/A	N/A	28	0.06	256	33,531
2023	2.36	1.04	11.46	13.62	16.74	43	0.14	223	41,186
2024	10.57	9.15	14.37	13.42	16.89	43	0.19	210	45,494

^{*2020} performance numbers in this table reflect the composite inception date of May 1, 2020 through December 31, 2020.
The Russell 1000® 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, 2024. The verification reports are available upon request.

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. Verification does not provide assurance on the accuracy of any specific performance report.

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The composite includes all fully discretionary

institutional and pooled Equity Income Portfolios. Equity Income Portfolios are primarily invested in U.S. equity securities of high-quality companies that pay sustainable dividends. For comparison purposes, the composite is measured against the Russell 1000® Value Index. The Russell 1000® Value Index is a market capitalization-weighted index of value-oriented stocks of the 1,000 largest companies in the Russell Universe, which comprises of 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. In March 2025, the benchmark was changed from MSCI® USA High Dividend Yield Index to Russell 1000® Value Index for all periods. The inception date of the composite is May 2020. The composite was created in May 2020. 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: 0.70% for the first \$25 million; 0.55% on the next \$25 million; 0.45% on the next \$50 million; 0.35% 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, 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 2023 because 36 monthly composite returns are not available.

INDEX DEFINITION

The Russell 1000® Value Index is a market capitalization-weighted index of value-oriented stocks of the 1,000 largest 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.