# **Small Cap Growth Portfolio**

Third Quarter 2024

## **Portfolio Review**

The Small Cap Growth portfolio outperformed the Russell 2000 Growth Index in the third quarter. Good stock selection and an overweight in financials and good stock selection in communication services contributed positively to performance. Poor stock selection and an underweight in health care and an underweight in real estate detracted from performance.

The biggest contributors to performance during the quarter were Goosehead Insurance and AAON.

- Written premium growth remains healthy for Goosehead Insurance despite carriers retreating in certain geographic markets and weak home sales which dampens new homeowner's policy issuance. Agent productivity is also good and improving.
- AAON outperformed in the quarter as production issues from the prior quarter were largely
  resolved, allowing the company to ship product in earnest to the datacenter cooling market,
  which continues to see strong demand.
- Other top contributors included ServisFirst Bancshares, Ryan Specialty, and Dream Finders Homes.

The biggest detractors from performance during the quarter were Fox Factory and Endava.

- Fox Factory's underperformance during the quarter was likely due to weaker-thanexpected sales in the company's Powered Vehicles and Aftermarket Applications segments, in part due to ongoing quality issues at original equipment manufacturers (OEMs) and lower consumer demand. The company announced a leadership change to address performance.
- Endava reported a quarter with organic revenue declines and profit declines associated with continued cyclical softness in enterprise demand for modernizing their technology stack, with particular softness in Payments, an area where the company has higher exposure.
- Other bottom contributors included U.S. Physical Therapy, Holley, and BlackLine.

### **Purchases and Sales**

During the quarter, we purchased OneStream, and we sold BlackLine, MediaAlpha, and Olo.

- Founded in 2012, OneStream is a provider of corporate performance management software for mid-to-large sized enterprises. The company offers a cloud-based software platform that unifies financial and operating data from ERPs to enable companies to gain greater insight and visibility into their business and perform finance and operations functions efficiently, particularly for the Office of the CFO.
- We sold our position in Interactive Brokers Group due to the company's market capitalization being too large for the portfolio's small-cap mandate.
- We sold BlackLine based on our view that the market for software applications aimed at automating companies' financial and accounting functions will tend to favor multi-purpose platforms. Hence, we are less confident in BlackLine's competitive position as a point solution provider.
- We sold our position in MediaAlpha due to what we thought were misleading marketing practices by the company's lead generation subsidiary in their health insurance segment, which caused us to question management's judgment.
- We sold Olo due to the company's persistent inability to achieve meaningful profitability despite broad market adoption of their digital ordering platform among enterprise restaurant companies.

#### Outlook

We believe investors should avoid getting too excited about what impact the initial cut in rates will have on the broader economy. The Federal Reserve's 50-basis point rate cut started a descent back to a more normal interest rate level. After the steep increases of the recent past, our current expectation is a gradual decline of rates to a plateau that will likely be 200-300 basis points above our former "normal." While we see many positive signs for the economy, such as a still-healthy labor market, strong consumer demand, and increased investment in infrastructure and manufacturing capacity, we also see some headwinds. The current level of deficit spending is more consistent with unemployment in the 7% to 10% range, not the 4% levels we enjoy today. Companies' pricing power also appears to be weakening as consumers push back against price increases, which could challenge profit margins. Bottom line: we believe there is reason for cautious optimism, but we do not think all companies will benefit equally if we do achieve that soft landing.

#### **Portfolio Highlights**

Style: Small Cap Sub-Style: Growth Index: Russell 2000<sup>®</sup> Growth Portfolio Inception: 1998 Portfolio Assets: \$4,923.6 M\* Portfolio Turnover: 25%-35%

#### **Investment Management Team**

	Research tart Date
Todd Beiley, CFA Portfolio Manager + Senior Research Anal	1 <b>999</b> yst
Jon Christensen, CFA Portfolio Manager + Senior Research Anal	1 <b>995</b> yst
Julie Biel, CFA Senior Research Analyst	2004
Julie Kutasov Senior Research Analyst	2001
Craig Stone Senior Research Analyst	1990
Chris Wright, CFA Senior Research Analyst	2012
Adam Xiao, CFA Senior Research Analyst	2013
<b>Tyler Cantarano</b> Research Analyst	2017
<b>Sean Dixon</b> Research Analyst	2008
Luke Longinotti, CFA ESG Research Analyst	2020
Arthur Su, CFA Research Analyst	2015
<b>Clarissa Ali</b> Associate Research Analyst	2023

## **Top Five Holdings**

As of September 30, 2024

Company	Percent of equity (%)
Ryan Specialty	9.3
AAON	8.9
Morningstar	7.7
Auto Trader	7.3
ServisFirst Bancshares	5.4
Total	38.8

#### \* Figures in USD

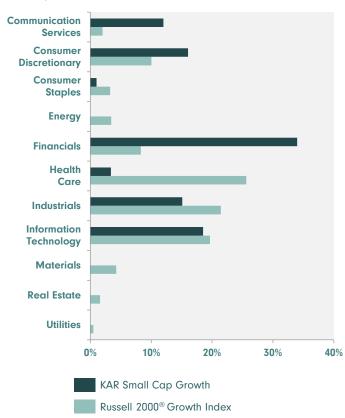
This report is based on the assumptions and analysis made and believed to be reasonable by Advisor. However, no assurance can be given that Advisor's opinions or expectations will be correct. This report is intended for informational purposes only and should be not considered a recommendation or solicitation 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

#### Proprietary Portfolio Sell $\mathbf{T}$ Fundamental Construction Discipline Research **Quantitative Screens Qualitative Analysis Position Weights Extended Valuation** • High return on capital over a full • Evaluate sustainability of business Maximum initial position size is 5% economic cycle model and assess management's (at cost) **Portfolio Upgrade** · Long and résilient earnings ability to direct capital where it • Maximum position size is 10% history can create further control of its (at market) **Acquisition Activity** · High return on net operating market **Sector Tolerances Negative Company or** assets Seek broad diversification, but no • Minimal debt **Financial Analysis** Industry Changes sector constraints Evaluate basis for profitability, **Other Resources** long-term growth potential, and Non-U.S. Holdings • Research on existing portfolio ability to allocate capital Up to 20% holdings appropriately • Meetings with companies **Holding Period** Industry reviews **Valuation Analysis** Typically 3-to-5 years, but is often Investment conferences • Determine the current and lonaer potential value of the business • Third-party research 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% **Seeking Higher Quality** Seeking Stronger, More Consistent Growth **Seeking Better Value**

#### **Sector Diversification**

As of September 30, 2024



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.

#### FOR INSTITUTIONAL USE ONLY

#### **Portfolio Characteristics**

As of September 30, 2024

	KAR Small Cap Russell 20 Growth Growth In		
Quality			
Return on Equity—Past 5 Years	18.5%	9.9%	
Debt/EBITDA*	1.0 x	1.4 x	
Earnings Variability–Past 10 Years	48.8%	82.2%	
Growth			
Earnings Per Share Growth–Past 10 Years	13.4%	11.8%	
Capital Generation—{ROE x (1-Payout)}	14.3%	8.8%	
Value			
P/E Ratio–Trailing 12 Months	44.0 x	163.1 x	
Free Cash Flow Yield <sup>†</sup>	3.0%	1.6%	
Market Characteristics			
\$ Weighted Average Market Cap-3-Year Avg.	\$6.1 B	\$3.8 B	
Largest Market Cap–3-Year Avg.	\$18.8 B	\$17.8 B	
Annualized Standard Deviation–Since Inception <sup>‡</sup>	18.6%	22.9%	

\*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 June 30, 2024. Prices are as of September 30, 2024. Excludes financials.

<sup>+</sup>January 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 Growth Portfolio**

Third Quarter 2024

## **Risk-Return Analysis**





#### **Historical Returns**

	KAR Small Cap Growth	KAR Small Cap Growth	Russell 2000®
	(gross)	(net) <sup>‡</sup>	Growth Index
Annualized Returns (%)†	(9:000)	(	
As of September 30, 2024			
3 <sup>rd</sup> Quarter	47 / /	47.44	0.44
	13.66	13.41	8.41
Year to Date	10.34	9.61	13.22
One Year	17.21	16.17	27.66
Three Years	(1.45)	(2.34)	(0.35)
Five Years	9.45	8.48	8.82
Seven Years	13.57	12.56	7.60
Ten Years	16.56	15.52	8.95
Inception*	11.24	10.25	6.84
Annual Returns (%)			
2023	21.43	20.36	18.66
2022	(29.37)	(30.03)	(26.36)
2021	5.69	4.75	2.83
2020	44.70	43.44	34.63
2019	41.37	40.13	28.48
2018	10.69	9.70	(9.31)
2017	39.03	37.82	22.17
2016	26.11	25.00	11.32
2015	2.57	1.65	(1.38)
2014	6.47	5.52	5.60
2013	39.89	38.67	43.30
2012	13.29	12.28	14.59
2011	17.82	16.78	(2.91)
2010	14.82	13.80	29.09
2009	38.51	37.30	34.47
2008	(33.61)	(34.23)	(38.54)
2007	(0.59)	(1.48)	7.05
2006	15.80	14.78	13.35
2005	1.88	0.97	4.15
2004	12.82	11.82	14.31
2003	38.44	37.23	48.54
2002	(23.82)	(24.52)	(30.26)
2001	0.48	(0.42)	(9.23)
2000	6.28	5.33	(22.43)
1999	31.19	30.04	43.09
1998	3.33	2.40	1.23

\*January 1, 1998

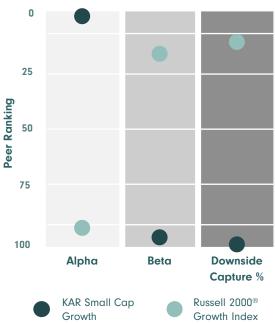
\*All periods less than one year are total returns and are not annualized. Returns are final. Returns could be reduced, or losses incurred, due to currency fluctuations.

\*Net of all fees and expenses. Assumes a 0.90% 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.

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.

#### **Peer Comparison Chart**

Ten Years Ending September 30, 2024



The eVestment Small Cap Growth Universe includes 129 managers categorized in the small cap growth asset class by eVestment. KAR does not pay any fees to be included in the eVestment Small 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 reduced or losses incurred due to currency fluctuations. **Past performance is no guarantee of future results.** 

### **Performance Statistics**

Inception\* to September 30, 2024

	KAR Small Cap Growth (gross)	KAR Small Cap Growth (net)	Russell 2000 <sup>™</sup> Growth Index
Alpha	5.47	4.52	0.00
Sharpe Ratio	0.49	0.44	0.21
Information Ratio	0.38	0.29	N/A
Beta	0.70	0.70	1.00
Downside Capture	65.49	66.84	100.00
Tracking Error	11.69	11.69	N/A

# **Small Cap Growth Composite**

Third Quarter 2024

#### Disclosure

Year	Composite Gross Return (%)	Composite Net Return (%)	Russell 2000® Growth Index Return (%)	Composite 3-Yr Std Dev (%)	Benchmark 3-Yr Std Dev (%)	Number of Accounts	Internal Dispersion (%)	Composite Assets (\$ Millions)	Firm Assets (\$ Millions)
2014	6.47	5.10	5.60	12.35	14.02	20	0.40	205	7,989
2015	2.57	1.25	(1.38)	14.08	15.16	17	0.40	244	8,095
2016	26.11	24.51	11.32	14.85	16.91	19	0.54	614	9,989
2017	39.03	37.29	22.17	12.69	14.80	40	1.40	2,038	14,609
2018	10.69	9.27	(9.31)	13.29	16.69	79	0.85	4,738	17,840
2019	41.37	39.59	28.48	14.18	16.60	94	0.89	6,416	25,685
2020	44.70	42.88	34.63	20.63	25.46	124	0.64	8,888	39,582
2021	5.69	4.33	2.83	19.15	23.40	159	0.60	7,749	47,269
2022	(29.37)	(30.31)	(26.36)	22.65	26.57	153	0.35	4,092	33,531
2023	21.43	19.88	18.66	20.98	22.10	147	0.36	4,298	41,186

The Russell 2000® 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 Cap Growth 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 Growth Portfolios. Small Cap Growth Portfolios are invested in equity securities with market capitalizations in line with the Russell 2000® Growth Index, that have market control, rising free cash flow, shareholder-oriented management, strong consistent profit growth and lowdebt balance sheets. For comparison purposes, the composite is measured against the Russell 2000® Growth Index. The Russell 2000® Growth Index is a market capitalization-weighted index of growthoriented 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 totalreturn basis with dividends reinvested. Benchmark returns are not covered by the report of the independent verifiers. The inception date of the composite is January 1998. The composite was created in January 1998. Prior to April 2024, the name of the composite was the Small 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: 0.90% 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 statistical measure of an einvestment 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> Growth Index is a market capitalization-weighted index of growth-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.