# Small Cap Quality Value Portfolio

Fourth Quarter 2023

# **Portfolio Review**

The Small Cap Quality Value portfolio underperformed the Russell 2000 Value Index in the fourth quarter. Poor stock selection in financials and consumer discretionary detracted from performance. An underweight in energy and good stock selection in materials contributed positively to performance.

The biggest contributors to performance during the quarter were Bank of Hawaii and Armstrong World Industries.

- Bank of Hawaii's shares, like many other regional banks, moved higher in the quarter as investors became more confident that short-term interest rates have likely peaked.
- Armstrong World Industries' shares performed strongly following the company's reports of better-than-expected operating results and an improved annual outlook.
- Other top contributors included Thor Industries, Azenta, and Watsco.

The biggest detractors from performance during the quarter were SiteOne Landscape Supply and John Bean Technologies.

- SiteOne Landscape Supply's management guided investors to expect deflationary prices on some of the company's more commodity-driven products in the second half of 2023. We believe the decline in the quarter was larger than expected, which caused shares to underperform.
- We believe John Bean Technologies underperformance in the quarter is likely due to lackluster organic top line performance. Positively, the company reported improvements in profitability driven by pricing, restructuring benefits, and supply chain improvements.
- Other bottom detractors American Software, Latham Group, and RLI.

### **Purchases and Sales**

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

### Outlook

With the Federal Reserve hiking cycle behind us and corporate earnings growth likely to resume, we believe 2024 should be a favorable year for equity returns. Coming into 2024, investor sentiment is nowhere near as negative as it was coming into 2023 but there is still plenty of cash on the sidelines built up over the last year. As short-term interest rates decline and the yield curve moves to flat, or even positively sloped, we believe this capital will make its way into fixed income and equity markets. From our perspective, returns in 2024 are unlikely to be as robust as 2023 but are likely to generate returns in line with earnings growth. We expect that 2024 will experience more volatility due to the election, which is likely to be contentious.

### **Portfolio Highlights**

Style: Small Cap Sub-Style: Value Index: Russell 2000<sup>®</sup> Value Portfolio Inception: 1998 Portfolio Assets: \$5,369.9 M\* Portfolio Turnover: 25%-35%

### **Investment Management Team**

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

# **Top Five Holdings**

As of December 31, 2023

Company	Percent of equity (%)
Watsco	7.1
Houlihan Lokey	5.3
Thor Industries	5.1
RBC Bearings	4.6
Construction Partners	4.3
Total	26.4

\* 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-Qualit Universe

#### **Quantitative Screens**

- High return on capital over a full economic cycle
- Long and resilient earnings
- historyHigh return on net operating
- assets • Minimal debt

### Other Resources

- Research on existing portfolio holdings
- Meetings with companies
- Industry reviews
- Investment conferencesThird-party research

Proprietary 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

**Position Weights** 

**Sector Tolerances** 

sector constraints

Non-U.S. Holdings

**Holding Period** 

25% to 35% Cash Levels

(at cost)

market)

• Up to 20%

longer



#### **Extended Valuation**

Portfolio Upgrade

#### **Acquisition Activity**

Negative Company or Industry Changes

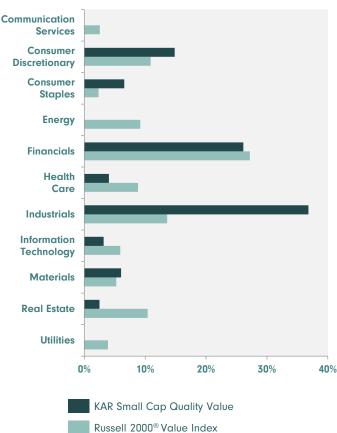
### **Higher Quality**

Stronger, More Consistent Growth

**Better Value** 

### **Sector Diversification**

As of December 31, 2023



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# Portfolio Characteristics

As of December 31, 2023

	KAR Small Cap Quality Value	Russell 2000® Value Index		
Quality				
Return on Equity—Past 5 Years	20.1%	9.5%		
Debt/EBITDA*	1.5 x	3.1 x		
Earnings Variability–Past 10 Years	36.9%	83.4%		
Growth				
Earnings Per Share Growth–Past 5 Years	9.1%	10.9%		
Earnings Per Share Growth–Past 10 Years	9.4%	8.7%		
Dividend Per Share Growth–Past 5 Years	10.5%	4.7%		
Dividend Per Share Growth–Past 10 Years	<b>9.8</b> %	4.1%		
Capital Generation-{ROE x (1-Payout)}	13.6%	7.2%		
Value				
P/E Ratio—Trailing 12 Months	31.4 x	23.8 x		
Dividend Yield	1.3%	2.1%		
Free Cash Flow Yield <sup>†</sup>	4.1%	3.4%		
Market Characteristics				
\$ Weighted Average Market Cap—3-Year Avg.	\$5.0 B	\$2.7 B		
Largest Market Cap—3-Year Avg.	\$13.2 B	\$12.8 B		
Annualized Standard Deviation–Since Inception <sup>‡</sup>	17.2%	19.7%		

\*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 September 30, 2023. Prices are as of December 31, 2023. Excludes financials.

Trinanciais. \*June 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 Quality Value Portfolio**

Fourth Quarter 2023

## **Risk-Return Analysis**





### **Historical Returns**

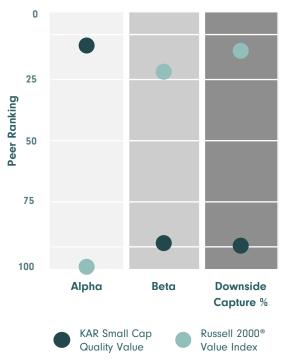
	KAR Small Cap	KAR Small Cap	Russell 2000®
	Quality Value (gross)	Quality Value (net) <sup>‡</sup>	Value Index
Annualized Returns (%) <sup>†</sup>			
As of December 31, 2023			
4 <sup>th</sup> Quarter	14.99	14.74	15.26
One Year	20.02	18.95	14.65
Three Years	3.52	2.59	7.94
Five Years	12.62	11.62	10.00
Seven Years	9.27	8.30	6.10
Ten Years	9.26	8.29	6.76
Inception*	11.17	10.18	7.89
Annual Returns (%)			
2023	20.02	18.95	14.65
2022	(23.41)	(24.11)	(14.48)
2021	20.68	19.62	28.27
2020	29.85	28.71	4.63
2019	25.79	24.68	22.39
2018	(14.80)	(15.57)	(12.86)
2017	20.48	19.41	7.84
2016	26.74	25.62	31.74
2015	(0.16)	(1.05)	(7.47)
2014	3.05	2.13	4.22
2013	41.06	39.84	34.52
2012	9.97	8.99	18.05
2011	6.57	5.61	(5.50)
2010	25.10	24.00	24.50
2009	26.97	25.85	20.58
2008	(28.51)	(29.17)	(28.92)
2007	2.19	1.27	(9.78)
2006	24.45	23.36	23.48
2005	8.88	7.91	4.71
2004	28.10	26.98	22.25
2003	21.88	20.80	46.03
2002	1.11	0.21	(11.43)
2001	19.42	18.36	14.02
2000	24.92	23.82	22.83
1999	(7.69)	(8.52)	(1.49)
1998 <sup>  </sup>	9.61	9.04	(10.93)

\*June 1, 1998

<sup>+</sup>All periods less than one year are total returns and are not annualized. Returns are final. <sup>+</sup>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.

# **Peer Comparison Chart**

Inception\* to December 31, 2023



The eVestment Small Cap Value Universe includes 63 managers categorized in the small cap value asset class by eVestment. KAR does not pay any fees to be included in the eVestment Small 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 ue to currency fluctuations. **Past performance is no guarantee of future results**.

### **Performance Statistics**

Inception<sup>\*</sup> to December 31, 2023

	KAR Small Cap Quality Value (gross)	KAR Small Cap Quality Value (net)	Russell 2000® Value Index
Alpha	4.33	3.40	0.00
Sharpe Ratio	0.54	0.48	0.30
Information Ratio	0.36	0.25	N/A
Beta	0.78	0.78	1.00
Downside Capture	71.92	73.51	100.00
Tracking Error	9.03	9.03	N/A

<sup>II</sup>Performance calculations are for the seven months ended December 31, 1998. 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.** Returns could be reduced, or losses incurred, due to currency fluctuations.

# **Small Cap Quality Value Composite**

Fourth Quarter 2023

### **Disclosure**

Year	Composite Gross Return (%)	Composite Net Return (%)	Russell 2000® Value Index Return (%)	Composite 3-Yr Std Dev (%)	Benchmark 3-Yr Std Dev (%)	Number of Accounts	Internal Dispersion (%)	Composite Assets (\$ Millions)	Firm Assets (\$ Millions)
2013	41.06	39.29	34.52	14.50	16.05	142	1.05	646	7,841
2014	3.05	1.72	4.22	13.06	12.98	149	0.52	581	7,989
2015	(0.16)	(1.45)	(7.47)	13.94	13.65	151	0.20	535	8,095
2016	26.74	25.13	31.74	14.30	15.72	141	1.13	711	9,989
2017	20.48	18.94	7.84	12.32	14.17	191	0.56	996	14,609
2018	(14.80)	(15.92)	(12.86)	14.42	15.98	152	0.35	895	17,840
2019	25.79	24.20	22.39	14.59	15.90	126	0.65	1,107	25,685
2020	29.85	28.20	4.63	22.12	26.49	121	0.97	1,835	39,582
2021	20.68	19.15	28.27	19.96	25.35	118	0.36	2,932	47,269
2022	(23.41)	(24.42)	(14.48)	23.28	27.66	125	0.24	1,942	33,531

The Russell 2000® 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, 2022.

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 Quality Value Composite has had a performance examination for the period from January 1, 1999 through December 31, 2022. 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 Quality Value Portfolios. Small Cap Quality Value Portfolios are invested in equity securities with capitalizations consistent with the Russell 2000® Value Index, that have market control, rising free cash flow, shareholderoriented management, strong consistent profit growth and low-debt balance sheets. For comparison purposes, the composite is measured against the Russell 2000<sup>®</sup> Value Index. The Russell 2000<sup>®</sup> Value Index is a market capitalization-weighted index of value-oriented 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 total-return basis with dividends reinvested. Benchmark returns are not covered by the report of independent verifiers. The inception date of the composite is June 1998. The composite was created in June 1998. 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 tatistical measure of 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 2000<sup>®</sup> Value Index is a market capitalization-weighted index of value-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.