



# **Small Cap Growth Portfolio**

Fourth Quarter 2024

### **Portfolio Review**

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

The biggest contributors to performance during the quarter were AAON and Revolve Group.

- AAON reported strong growth in its datacenter cooling business in addition to a significant order from a major customer, which we believe helped offset softness in its core packaged rooftop business from macroeconomic and regulatory-related headwinds.
- Recovering demand for fashion apparel and strong product merchandising drove accelerating sales growth in the quarter. We believe Revolve Group's profitability also increased due to reductions in the return rate and improved marketing efficiency.
- Other top contributors included Goosehead Insurance, Triumph Financial, and Morningstar.

The biggest detractors from performance during the quarter were Dream Finders Homes and Auto Trader Group.

- Dream Finders Homes continues to feel the impact of higher mortgage rates, which we believe results in an increased use of sales incentives to sell homes.
- Auto Trader reported strong results in its core marketplace business driven by pricing, product uptake and a resilient used car market in the UK. However, the company is seeing early signs of slowing listings growth on the site.
- Other bottom contributors included Fox Factory, Onestream, and Smith Douglas Homes.

### **Purchases and Sales**

During the quarter, we purchased Enerpac Tool Group. There were no complete sales. Enerpac Tool Group was founded in 1910 and is a global industrial tools and services business. The company specializes in the design and engineering of mission-critical hydraulic and controlled force products allowing users to apply controlled force and motion for the precise positioning of heavy loads.

#### **Outlook**

As we look to 2025, we continue to believe it is impossible to predict the unfolding economic outlook. We do see improved business confidence following the results of the election. The labor market remains solid, although not heated; new hires and job openings continue to be strong and the unemployment rate is still low. Corporate debt levels are slightly above long-term averages but appear manageable. Still, inflation has not been completely tamed. We have seen incremental strength in prices, most notably in the services sector production. This presents some challenges as the U.S. economy is driven more by services than goods production. To reach the Fed's 2% inflation target, we will need to see a softening in services prices. At the Federal Reserve's December meeting, the decision to cut the fed funds rate by 25 bps was "finely balanced" — several members of the Fed now see the current policy rate as being much closer to neutral (neither restrictive nor stimulative) than when cuts began in September 2024. To us, this indicates the need to keep expectations in check regarding forecasts for rate cuts in 2025.

### **Portfolio Highlights**

**Style:** Small Cap **Sub-Style:** Growth

Index: Russell 2000® Growth Portfolio Inception: 1998 Portfolio Assets: \$4,655.6 M\* Portfolio Turnover: 25%-35%

### **Investment Management Team**

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<b>Todd Beiley, CFA</b> Portfolio Manager + Senior Research Analys	1999 st
Jon Christensen, CFA Portfolio Manager + Senior Research Analys	1995 st
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
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 December 31, 2024

Company	Percent of equity (%)
Morningstar	8.4
AAON	7.7
Auto Trader	6.5
ServisFirst Bancshares	5.8
Goosehead Insurance	5.5
Total	34.0

<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.







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
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

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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%



Discipline

**Extended Valuation** 

Portfolio Upgrade

**Acquisition Activity** 

Negative Company or Industry Changes

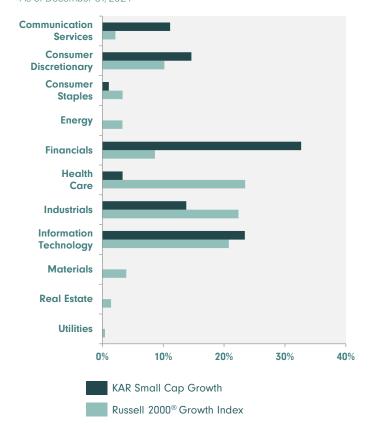
**Seeking Higher Quality** 

Seeking Stronger, More Consistent Growth

**Seeking Better Value** 

### **Sector Diversification**

As of December 31, 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.

### **Portfolio Characteristics**

As of December 31, 2024

	KAR Small Cap Growth	Russell 2000® Growth Index
Quality		
Return on Equity—Past 5 Years	23.5%	9.7%
Debt/EBITDA*	0.6 x	1.5 x
Earnings Variability—Past 10 Years	51.0%	81.0%
Growth		
Earnings Per Share Growth—Past 10 Years	14.1%	12.0%
Capital Generation—{ROE x (1-Payout)}	18.2%	8.7%
Value		
P/E Ratio—Trailing 12 Months	39.1 x	157.7 x
Free Cash Flow Yield <sup>†</sup>	3.1%	1.6%
Market Characteristics		
\$ Weighted Average Market Cap—3-Year Avg.	\$5.9 B	\$3.8 B
Largest Market Cap—3-Year Avg.	\$18.0 B	\$18.1 B
Annualized Standard Deviation—Since Inception <sup>‡</sup>	18.7%	23.0%

\*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, 2024. Prices are as of December 31, 2024. Excludes financials

\*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 System 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**

Fourth Quarter 2024

### **Risk-Return Analysis**

Inception\* to December 31, 2024



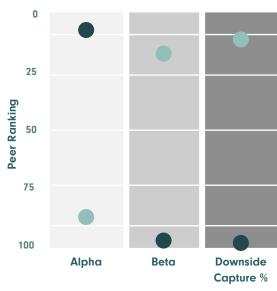
#### **Annualized Standard Deviation**

#### **Historical Returns**

	KAR Small Cap	KAR Small Cap		
	Growth	Growth	Russell 2000®	
	(gross)	(net) <sup>‡</sup>	Growth Index	
Annualized Returns (%)†				
As of December 31, 2024				
4 <sup>th</sup> Quarter	0.54	0.31	1.70	
One Year	10.94	9.95	15.15	
Three Years	(1.65)	(2.53)	0.21	
Five Years	7.79	6.83	6.86	
Seven Years	12.47	11.47	7.17	
Ten Years	15.14	14.12	8.09	
Inception*	11.15	10.16	6.84	
Annual Returns (%)				
2024	10.94	9.95	15.15	
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	

### **Peer Comparison Chart**

Ten Years Ending December 31, 2024







The eVestment Small Cap Growth Universe includes 137 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 December 31, 2024

	KAR Small Cap Growth (gross)	KAR Small Cap Growth (net)	Russell 2000 <sup>™</sup> Growth Index
Alpha	5.35	4.41	0.00
Sharpe Ratio	0.48	0.43	0.21
Information Ratio	0.37	0.29	N/A
Beta	0.70	0.70	1.00
Downside Capture	66.00	67.36	100.00
Tracking Error	11.64	11.64	N/A

\*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.** 

<sup>\*</sup>January 1, 1998

<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.



# **Small Cap Growth Composite**

Fourth 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 required.

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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 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 2000® 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.