

## Small Cap Quality Value Portfolio

### Fourth Quarter 2018 | Managed Accounts

#### Portfolio Review

The Small Cap Quality Value portfolio outperformed the Russell 2000 Value Index during the fourth quarter. Performance was driven by strong stock selection in the producer durables and materials & processing sectors. Gains were partially offset by an underweight in utilities and weak stock selection in technology.

Positions that contributed most positively to performance during the quarter were WD-40 Company and Cass Information Systems.

- WD-40 reported a strong quarter of sales growth and margins in an environment of heightened cost inflation across the consumer staples sector. Raw material inflation had only a small impact on the company's high margins because of prior and current price increases. We remain owners and believe the business can continue growing by introducing new products, driving international penetration, and exercising its pricing power as the only significant recognizable brand in its category.
- Cass' recent quarterly results benefited from the uptick in domestic trucking activity, in which both the cost and the number of shipments increased. Cass is paid both on the number and size of the invoices it processes, so the current environment remains favorable. In addition, as interest rates rise, the company will earn additional income on the funds held within its banking subsidiary. Given the favorable operating environment and Cass' entrenched position as the largest trucking invoice processor, we remain owners of the business.

Positions that detracted the most from performance were Core Laboratories and National Beverage.

- The decline in oil prices has muted international and offshore drilling activity, which has hurt Core Lab's current results and near-term outlook.
- In October, a law firm filed a class-action suit against National Beverage alleging that LaCroix, the highest growth brand of the business, is not all natural and contains harmful artificial ingredients. Nielsen data has shown that the months following the lawsuit have seen a near-term deceleration in the growth rate of LaCroix, impacting the stock price. Our research found the ingredients in question are not harmful except in unreasonably large quantities. We remain owners of the business because of the continued significant opportunity for sparkling flavored water to take share from sugary soft drinks.

#### Purchases and Sales

There were no new purchases or complete sales during the fourth quarter.

#### Outlook

There is a clear disconnect between the market's view of 2019-2020 economic growth and the Federal Reserve's. Equity, bond and commodity investors are pricing in much slower growth—perhaps even a recession—into this year and the next. The Fed, on the other hand, is looking at current conditions, which are primarily still solid. Markets will perform better when these two points of view converge.

We agree more with the market than with the Fed about 2019 growth prospects. Economic growth will be much slower than in 2018 but still positive—our best guess is in the 1.5%-to-2% range—and the S&P 500 Index will be able to grow earnings-per-share in the 5%-to-8% range. Equity returns may actually exceed profit growth as confidence gets restored in the sustainability of the corporate-profit outlook.

We cannot pinpoint where material excesses are in the global economy that could cause a recession over the next year or two. Yet after meaningful declines in markets over the last three months, we see that it is going to take some time to restore confidence among investors and that companies are going to have to prove that they can deliver positive earnings growth even in a slower-growth economy.

Timing the stock market is an impossible task even for seasoned professionals. We emphasize the importance of staying focused on long-term goals to help stomach the inevitable short-term volatility associated with investing.

#### Portfolio Highlights

**Style:** Small Cap  
**Sub-Style:** Value  
**Index:** Russell 2000® Value  
**Portfolio Inception:** 1998  
**Portfolio Assets:** \$2,915.9 M  
**Portfolio Turnover:** 25%–35%

#### Investment Management Team

Name	Years of research experience
<b>Douglas S. Foreman, CFA</b> Chief Investment Officer	32
<b>Julie Kutasov</b> Portfolio Manager + Senior Research Analyst	17
<b>Craig Stone</b> Portfolio Manager + Senior Research Analyst	29
<b>Todd Beiley, CFA</b> Senior Research Analyst	19
<b>Julie Biel, CFA</b> Senior Research Analyst	10
<b>Jon Christensen, CFA</b> Senior Research Analyst	23
<b>Chris Wright, CFA</b> Senior Research Analyst	6
<b>Sean Dixon</b> Research Analyst	9
<b>Adam Xiao</b> Research Analyst	3
<b>Jordan Greenhouse</b> Portfolio Specialist	21†

#### Top Five Holdings

As of December 31, 2018

Company	Percent of equity (%)
MGM Growth Properties	5.3
RBC Bearings	5.2
Cheesecake Factory	4.9
SiteOne Landscape Supply	4.7
Scotts Miracle-Gro	4.6
<b>Total</b>	<b>24.7</b>

*†Represents years of industry experience.*

*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. A complete listing of portfolio holdings and specific security transactions for the preceding 12 months is available upon request. 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 High-Quality Universe	Proprietary Fundamental Research	Portfolio Construction	Sell Discipline
<b>200 Stocks</b>  <b>Quantitative Screens</b> <ul style="list-style-type: none"> <li>High return on capital over a full economic cycle</li> <li>Long and resilient earnings history</li> <li>High return on net operating assets</li> <li>Minimal debt</li> </ul> <b>Other Resources</b> <ul style="list-style-type: none"> <li>Research on existing portfolio holdings</li> <li>Meetings with companies</li> <li>Industry reviews</li> <li>Investment conferences</li> <li>Third-party research</li> </ul>	<b>50-60 Stocks</b>  <b>Qualitative Analysis</b> <ul style="list-style-type: none"> <li>Evaluate sustainability of business model and assess management's ability to direct capital where it can create further control of its market</li> </ul> <b>Financial Analysis</b> <ul style="list-style-type: none"> <li>Evaluate basis for superior profitability, long-term growth potential, and ability to allocate capital appropriately</li> </ul> <b>Valuation Analysis</b> <ul style="list-style-type: none"> <li>Determine the current and potential value of the business</li> </ul>	<b>20-35 Stocks</b>  <b>Position Weights</b> <ul style="list-style-type: none"> <li>Typically 3%-4%</li> <li>Maximum weight 10% (at market)</li> </ul> <b>Sector Tolerances*</b> <ul style="list-style-type: none"> <li>Typically +/- 10% of the Russell 2000® Value Index, utilizing Russell sector classifications</li> </ul> <b>Non-U.S. Holdings</b> <ul style="list-style-type: none"> <li>Not to exceed 20% (at market)</li> </ul> <b>Holding Period</b> <ul style="list-style-type: none"> <li>Typically 3-to-5 years, but is often longer</li> <li>Portfolio turnover is typically 25% to 35%</li> </ul> <b>Cash Levels</b> <ul style="list-style-type: none"> <li>Typically will not exceed 10% once a portfolio is fully invested</li> </ul>	<b>Extended Valuation</b>  <b>Portfolio Upgrade</b>  <b>Diversification Requirements</b>  <b>Acquisition Activity</b>  <b>Negative Company or Industry Changes</b>

\*A consequence of our high-quality investment philosophy is that certain sectors do not meet our financial criteria and offer fewer investable ideas. Our portfolios therefore will likely have persistently low exposure to those segments of the economy (and therefore may cause our sector weights to be outside of the 10% threshold relative to the benchmark). Companies operating in these areas produce consistently low or no profitability, are capital intensive, are heavily indebted, or have overly complex balance sheet structures. These may include large sectors such as Financials (real estate and banking) and also smaller sectors such as Health Care (biotechnology) Materials & Processing (chemicals, metals and mining), Energy (oil and gas), and Utilities where we will have little to no exposure.

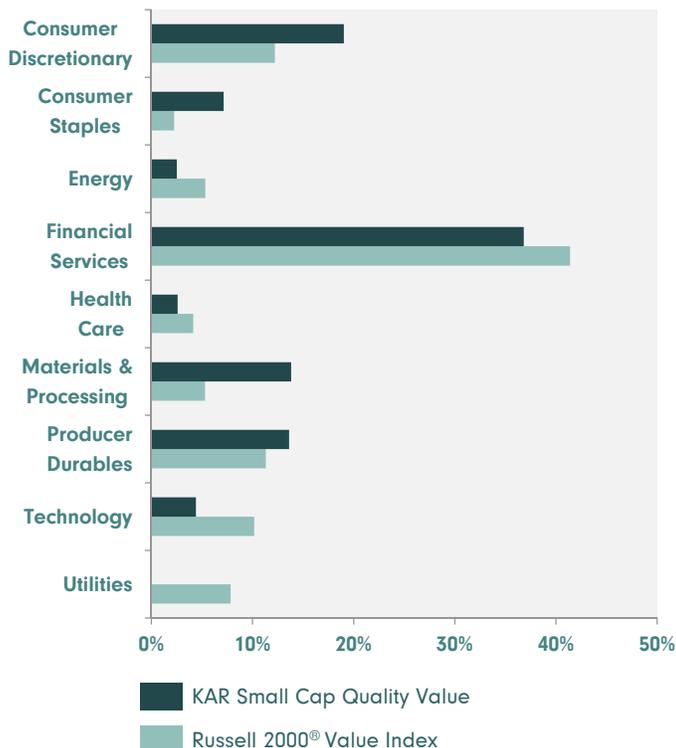
Higher Quality

Stronger, More Consistent Growth

Better Value

## Sector Diversification

As of December 31, 2018



A complete listing of portfolio holdings and specific security transactions for the preceding 12 months is available upon request. 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 Russell sector classifications. Data is obtained by FactSet Research Systems and is assumed to be reliable.

## Portfolio Characteristics

As of December 31, 2018

	KAR Small Cap Quality Value	Russell 2000® Value Index
<b>Quality</b>		
Return on Equity—Past 5 Years	22.0%	8.1%
Total Debt/EBITDA	1.8 x	5.5 x
Earnings Variability—Past 10 Years	20.2%	79.0%
<b>Growth</b>		
Earnings Per Share Growth—Past 5 Years	8.5%	6.7%
Earnings Per Share Growth—Past 10 Years	11.4%	6.9%
Dividend Per Share Growth—Past 5 Years	7.9%	5.8%
Dividend Per Share Growth—Past 10 Years	11.3%	5.1%
Capital Generation—{ROE x (1-Payout)}	11.9%	5.5%
<b>Value</b>		
P/E Ratio—Trailing 12 Months	19.5 x	19.3 x
Dividend Yield	2.2%	2.4%
Free Cash Flow Yield†	5.0%	2.8%
<b>Market Characteristics</b>		
\$ Weighted Average Market Cap—3-Year Avg.	\$3.2 B	\$1.9 B
Largest Market Cap—3-Year Avg.	\$8.6 B	\$7.5 B
Annualized Standard Deviation—Since Inception*	18.2%	19.9%

†Free cash flow data is as of September 31, 2018. Prices are as of December 31, 2018. Excludes financials.

\*Actual inception date is June 1, 1998. July 1, 1998 is used for calculation purposes of quarterly information.

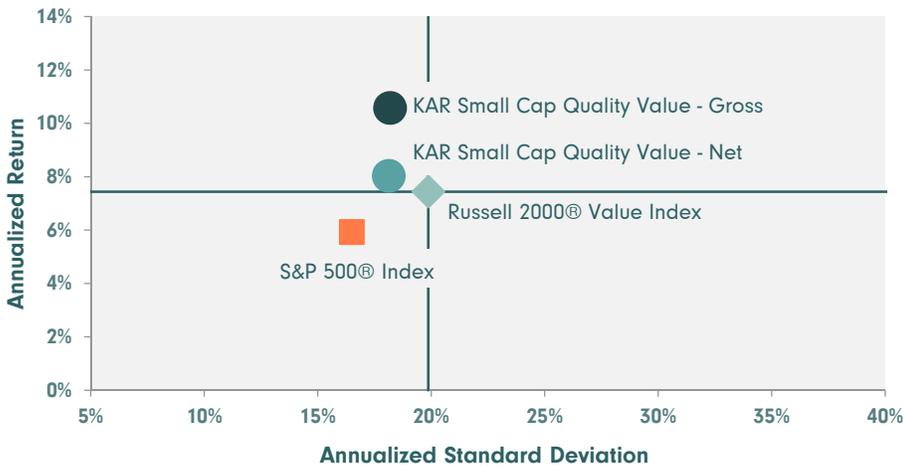
This material is deemed supplemental and complements the performance and disclosure at the end of this presentation. Data is obtained from FactSet Research Systems and BNY Mellon and is assumed to be reliable. Other principal consultant firms may use different algorithms to calculate selected statistics. Estimates are based on certain assumptions and historical information. Past performance is no guarantee of future results.

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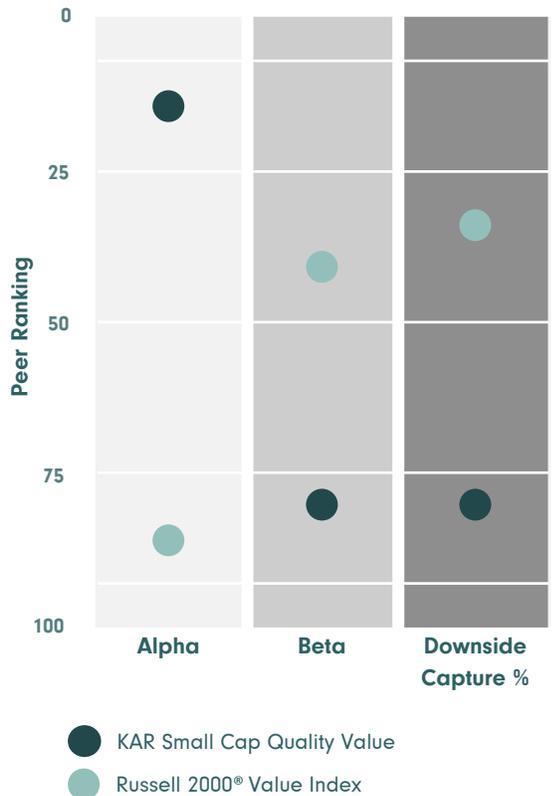
## Strong Risk-Adjusted Returns

Inception\* to December 31, 2018



## Peer Comparison Chart

Inception\* to December 31, 2018



## Historical Returns

	KAR Small Cap Quality Value (gross)	KAR Small Cap Quality Value (net) <sup>§</sup>	Russell 2000 <sup>®</sup> Value Index
<b>Annualized Returns (%)<sup>†</sup></b>			
As of December 31, 2018			
4 <sup>th</sup> Quarter	(17.83)	(18.58)	(18.67)
One Year	(14.14)	(16.79)	(12.86)
Three Years	9.04	5.80	7.37
Five Years	5.80	3.24	3.61
Seven Years	10.73	8.33	9.57
Ten Years	13.26	10.97	10.40
Inception <sup>†</sup>	10.55	8.04	7.38

	KAR Small Cap Quality Value	KAR Small Cap Quality Value	Russell 2000 <sup>®</sup> Value Index
<b>Annual Returns (%)</b>			
2018	(14.14)	(16.79)	(12.86)
2017	19.67	16.18	7.84
2016	26.17	22.50	31.74
2015	(0.27)	(1.80)	(7.47)
2014	2.51	0.85	4.22
2013	40.00	37.83	34.52
2012	10.01	8.32	18.05
2011	6.73	4.58	(5.50)
2010	24.75	22.81	24.50
2009	27.82	25.92	20.58
2008	(28.62)	(29.99)	(28.92)
2007	1.93	0.27	(9.78)
2006	23.72	21.87	23.48
2005	8.53	5.31	4.71
2004	27.59	23.80	22.25
2003	22.12	18.59	46.03
2002	0.48	(2.52)	(11.43)
2001	19.42	16.06	14.02
2000	24.92	21.28	22.83
1999	(7.69)	(10.39)	(1.49)
1998 <sup>¶</sup>	9.61	7.99	(10.93)

## Performance Statistics

Inception\* to December 31, 2018

	KAR Small Cap Quality Value	Russell 2000 <sup>®</sup> Value Index
Annualized Return	10.58	7.44
Annualized Standard Deviation	18.18	19.87
Alpha	3.92	0.00
Beta	0.82	1.00
Sharpe Ratio	0.48	0.28
R-Squared	80.80	100.00

**IMPORTANT RISK CONSIDERATIONS: Equity Securities:** The market price of equity securities may be adversely affected by financial market, industry, or issuer specific events. Focus on a particular style or on small or medium-sized companies may enhance that risk. **Limited Number of Investments:** Because the fund has a limited number of securities, it may be more susceptible to factors adversely affecting its securities than a less concentrated fund. **Industry/Sector Concentration:** A fund that focuses its investments in a particular industry or sector will be more sensitive to conditions that affect that industry or sector than a non-concentrated fund.

\*Actual inception date is June 1, 1998. July 1, 1998 is used for calculation purposes of quarterly information.

<sup>†</sup>June 1, 1998

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

<sup>§</sup>Net of all fees and expenses. Assumes a 3% annual fee.

<sup>¶</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 preliminary and gross of fees unless otherwise specified. For further details on the composite, please see the disclosure statement in this presentation. The Small Cap Value Universe includes all managers categorized in the small cap value asset class by eVestment. Data is obtained from FactSet Research Systems and is assumed to be reliable. Past performance is no guarantee of future results.

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#### Disclosure

Kayne Anderson Rudnick Investment Management, LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. Kayne Anderson Rudnick Investment Management, LLC has been independently verified for the period from January 1, 1999 through December 31, 2017.

Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS® standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS® standards. The Small Cap Quality Value Wrap Composite has been examined for the period from January 1, 1999 through December 31, 2017. The verification and performance examination reports are available upon request.

Kayne Anderson Rudnick Investment Management, LLC, 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. Kayne Anderson Rudnick Investment Management, LLC 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 Small Cap Quality Value Wrap Portfolios. Small Cap Quality Value Wrap Portfolios are invested in equity securities with capitalizations consistent with the Russell 2000® 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 2000® Value Index. The Russell 2000® 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 the independent verifiers. The composite was created in January 2002. A list of composite descriptions and policies for valuing portfolios, calculating performance and preparing compliant presentations are available upon request.

Beginning on January 1, 2006, sub-advisory wrap fee portfolios are also included in composite results. Each sub-advisory relationship is included in the composite as one account. Prior to January 1, 2011, accounts that experienced a significant cash flow, defined as aggregate flows that exceeded 25% of the account's beginning of period market value, were temporarily removed from the composite. Prior to January 1, 2011, the composite minimum was \$100,000.

The standard wrap fee schedule in effect is 3.00% on total assets. Actual management fees charged may vary depending on applicable fee schedules and portfolio size, among other things. Additional information may be found in Part IIA 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. Performance results include the reinvestment of all income. Pure gross returns do not reflect the deduction of any expenses, including trading costs. Prior to December

31, 2005, net annual returns are calculated after deducting 1/4th of an assumed maximum annual wrap fee of 3% on a quarterly basis. Beginning January 1, 2006, net annual returns are calculated using actual fees incurred. If no fee data is provided by wrap sponsors, the maximum annual wrap fee of 3% is used to calculate net of fee performance. Beginning January 1, 2016, net annual returns are calculated by deducting 1/12th of an assumed maximum annual wrap fee of 3% on a monthly basis. Wrap fees include all charges for trading costs, portfolio management, custody and other administrative expenses.

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 is presented starting December 31, 2012, because prior to January 1, 2010, the composite return was calculated quarterly and 36 monthly returns are not available.

#### 3-Yr Annualized Standard Deviation (%)

December 31	Composite	Benchmark
2012	16.04	20.17
2013	14.24	16.05
2014	12.88	12.98
2015	13.64	13.65
2016	14.09	15.72
2017	12.22	14.17

Year	Total Firm Assets (\$ millions)	Total Composite Assets (\$ millions)	Wrap Accounts as % of Composite Assets	Accounts at Year End	Pure Gross Annual Return (%)*	Net Annual Return (%)	Russell 2000® Value Index Annual Return (%)	Internal Dispersion
2008	3,445	441	100%	33	(28.62)	(29.99)	(28.92)	0.73
2009	4,010	531	100%	34	27.82	25.92	20.58	0.55
2010	4,729	651	100%	38	24.75	22.81	24.50	0.75
2011	5,232	478	100%	36	6.73	4.58	(5.50)	0.33
2012	6,545	622	100%	31	10.01	8.32	18.05	0.43
2013	7,841	637	100%	27	40.00	37.83	34.52	0.42
2014	7,989	648	100%	26	2.51	0.85	4.22	0.43
2015	8,095	624	100%	24	(0.27)	(1.80)	(7.47)	0.32
2016	9,989	641	100%	26	26.17	22.50	31.74	0.55
2017	14,609	766	100%	28	19.67	16.18	7.84	1.67

\*Pure gross returns are supplemental to net returns.

The Russell 2000® Value Index is a trademark/service mark of Frank Russell Company. Russell® is a trademark of Frank Russell Company.