

## Small Cap Quality Value Portfolio

Second Quarter 2024 | Managed Accounts

### Portfolio Review

The Small Cap Quality Value portfolio underperformed the Russell 2000 Value Index in the second quarter. Poor stock selection and an overweight in consumer discretionary and poor stock selection in financials detracted from performance. Good stock selection in information technology and an underweight in health care contributed positively to performance.

The biggest contributors to performance during the quarter were National Beverage and Watsco. For the full fiscal year, National Beverage saw increases in average selling price per case offset by declines in case volume. The stock rallied on this quarter's earnings release with a slightly better average selling price that led to margin expansion beyond expectations. The company has reported six consecutive quarters of positive revenue. Given the general worry about the persistence of grocery inflation and the resulting push back from consumers, we believe the company is positioned more on the value end of the spectrum, which should help while inflation lingers. Watsco experienced resilient results during the quarter amidst softer market conditions for residential HVAC. The company reported better-than-industry same-store sales comparisons and sustainable gross margins. We believe Watsco should benefit as residential HVAC fundamentals improve, particularly as original equipment manufacturers make progress ahead of the 2025 refrigerant transition. Other top contributors included Badger Meter, Houlihan Lokey, and The Cheesecake Factory.

The biggest detractors from performance during the quarter were SiteOne Landscape Supply and Thor Industries. SiteOne Landscape Supply reported commodity price deflation negatively affecting both sales and margins. When Home Depot announced the acquisition of a private competitor to the company, investors became concerned about the company's competitive environment. These factors caused shares to underperform. Thor Industries continues to feel the effects of the significant downdraft in industry-wide RV sales. The company is experiencing weaker demand, particularly in North America due to economic pressure on the consumer and higher interest rates. However, the business continues to operate largely as an assembler and not a vertical manufacturer, which we believe helps the business continue to generate free cash flow, even as RV sales decline. Other bottom detractors included Leslie's, Hillman Solutions, and EVERTEC.

### Purchases and Sales

During the quarter, we purchased Choice Hotels International and CSW Industrials. We sold American Software and Graco. Choice Hotels International is one of the world's largest hotel companies and is primarily a hotel franchisor. The company represents over 7,500 hotels across 23 different hotel brands/brand extensions. CSW Industrials is an industrial business providing consumable and high-quality niche products that are low cost but provide high value to professional tradespeople (largely HVAC residential, plumbing, and general industrial customers). The business attains leading positions across its targeted end markets and its products are largely go-to-market via distribution partners. American Software is falling behind competitors in terms of both research and development and go-to-market capabilities and, as a result, operating performance. We became increasingly concerned with what appears to be an unfavorable shift in the company's competitive landscape and capital allocation strategy, which, coupled with cyclical customer belt-tightening (resulting in elongated sales and collection cycles), increased the company's risk profile. With these considerations in mind, we exited our position. We sold our position in Graco due to the company's market capitalization being too large for the portfolio's small-cap mandate.

### Outlook

It is always important to remember that no one can predict the macroeconomic environment with any regular accuracy. That is especially true right now. That said, until the Federal Reserve's most recent hiking cycle, the U.S. economy enjoyed 13 years of rates averaging 0.5%. This supported asset prices and made it easier for businesses, regardless of quality, to be successful. While we expect the Federal Reserve to eventually cut interest rates, we do not expect interest rates to return to 0%. Assuming interest rates settle at around 3-4%, that could have a profound impact on how companies operate and how assets are priced. We believe rates at this level may allow for quality companies with low leverage to better differentiate themselves to investors. Competitively advantaged businesses typically are better positioned to weather a more capital constrained environment.

### Portfolio Highlights

**Style:** Small Cap  
**Sub-Style:** Value  
**Index:** Russell 2000® Value  
**Portfolio Inception:** 1998  
**Portfolio Assets:** \$5,093.0 M\*  
**Portfolio Turnover:** 25%-35%

### Investment Management Team

Name	Research Start Date
<b>Julie Kutasov</b> Portfolio Manager + Senior Research Analyst	2001
<b>Craig Stone</b> Portfolio Manager + Senior Research Analyst	1990
<b>Todd Bailey, CFA</b> Senior Research Analyst	1999
<b>Julie Biel, CFA</b> Senior Research Analyst	2004
<b>Jon Christensen, CFA</b> Senior Research Analyst	1995
<b>Chris Wright, CFA</b> Senior Research Analyst	2012
<b>Adam Xiao, CFA</b> Senior Research Analyst	2013
<b>Tyler Cantarano</b> Research Analyst	2017
<b>Sean Dixon</b> Research Analyst	2008
<b>Luke Longinotti, CFA</b> ESG Research Analyst	2020
<b>Arthur Su, CFA</b> Research Analyst	2015
<b>Clarissa Ali</b> Associate Research Analyst	2023

### Top Five Holdings

As of June 30, 2024

Company	Percent of equity (%)
Houlihan Lokey	6.2
Watsco	5.9
RBC Bearings	4.5
Primerica	4.4
Construction Partners	4.4
<b>Total</b>	<b>25.4</b>

\* 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-Quality Universe	Proprietary Fundamental Research	Portfolio Construction	Sell Discipline
<p><b>Quantitative Screens</b></p> <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> <p><b>Other Resources</b></p> <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>	<p><b>Qualitative Analysis</b></p> <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> <p><b>Financial Analysis</b></p> <ul style="list-style-type: none"> <li>Evaluate basis for profitability, long-term growth potential, and ability to allocate capital appropriately</li> </ul> <p><b>Valuation Analysis</b></p> <ul style="list-style-type: none"> <li>Determine the current and potential value of the business</li> </ul>	<p><b>Position Weights</b></p> <ul style="list-style-type: none"> <li>Maximum initial position size is 5% (at cost)</li> <li>Maximum position size is 10% (at market)</li> </ul> <p><b>Sector Tolerances</b></p> <ul style="list-style-type: none"> <li>Seek broad diversification, but no sector constraints</li> </ul> <p><b>Non-U.S. Holdings</b></p> <ul style="list-style-type: none"> <li>Up to 20%</li> </ul> <p><b>Holding Period</b></p> <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> <p><b>Cash Levels</b></p> <ul style="list-style-type: none"> <li>Typically will not exceed 10% once a portfolio is fully invested; review by CIO triggered if over 10%</li> </ul>	<p><b>Extended Valuation</b></p> <p><b>Portfolio Upgrade</b></p> <p><b>Acquisition Activity</b></p> <p><b>Negative Company or Industry Changes</b></p>

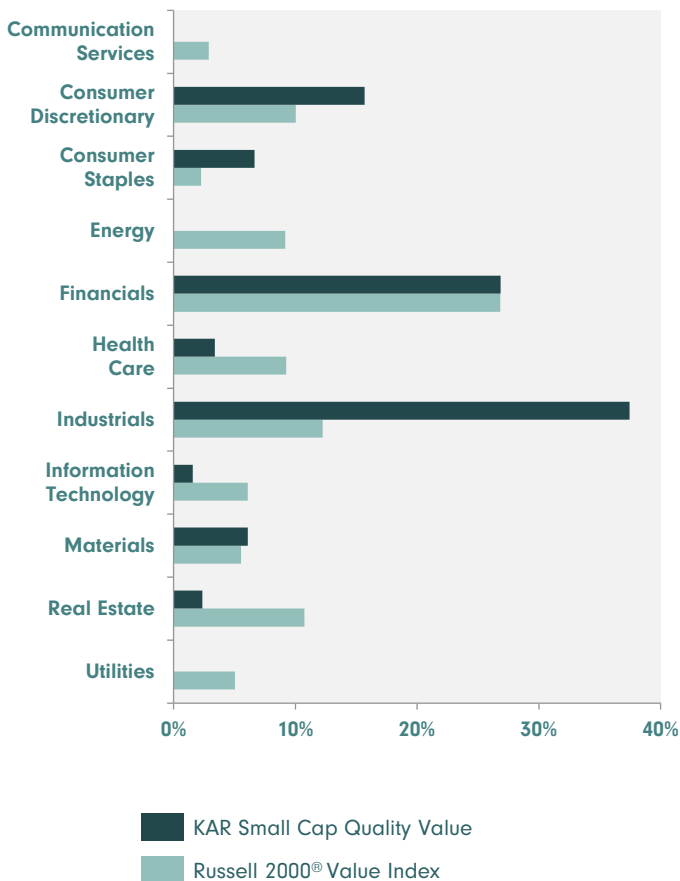
Seeking Higher Quality

Seeking Stronger, More Consistent Growth

Seeking Better Value

## Sector Diversification

As of June 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.

## Portfolio Characteristics

As of June 30, 2024

	KAR Small Cap Quality Value	Russell 2000 Value Index
<b>Quality</b>		
Return on Equity—Past 5 Years	19.9%	8.8%
Debt/EBITDA*	1.6 x	3.1 x
Earnings Variability—Past 10 Years	45.2%	88.1%
<b>Growth</b>		
Earnings Per Share Growth—Past 5 Years	11.4%	8.8%
Earnings Per Share Growth—Past 10 Years	10.9%	8.9%
Dividend Per Share Growth—Past 5 Years	10.1%	5.2%
Dividend Per Share Growth—Past 10 Years	10.2%	4.3%
Capital Generation—{ROE x (1-Payout)}	14.3%	6.8%
<b>Value</b>		
P/E Ratio—Trailing 12 Months	31.1 x	24.5 x
Dividend Yield	1.4%	2.2%
Free Cash Flow Yield†	5.2%	3.4%
<b>Market Characteristics</b>		
\$ Weighted Average Market Cap—3-Year Avg.	\$4.9 B	\$2.6 B
Largest Market Cap—3-Year Avg.	\$13.7 B	\$10.9 B
Annualized Standard Deviation—Since Inception‡	19.1%	21.4%

\*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.

†Free cash flow data is as of March 31, 2024. Prices are as of June 30, 2024. Excludes financials.

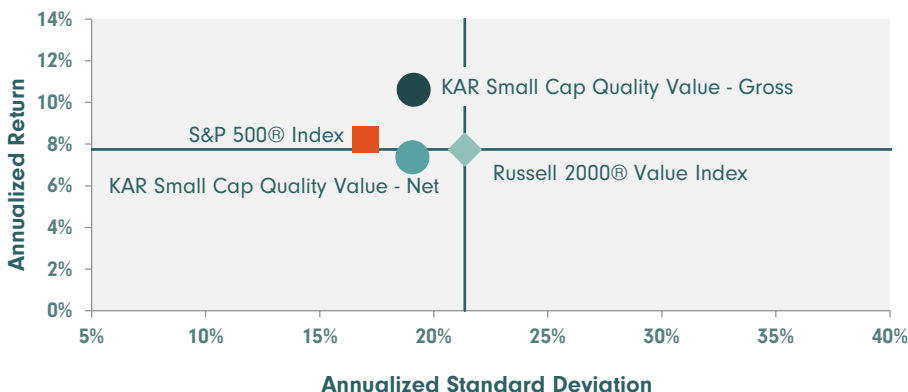
‡Actual inception date is June 1, 1998. July 1, 1998 is used for calculation purposes of quarterly information. Standard deviation for the KAR strategy is based on net-of-fee returns. This material is deemed supplemental and complements the performance and disclosure at the end of this presentation. 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

## Second Quarter 2024 | Managed Accounts

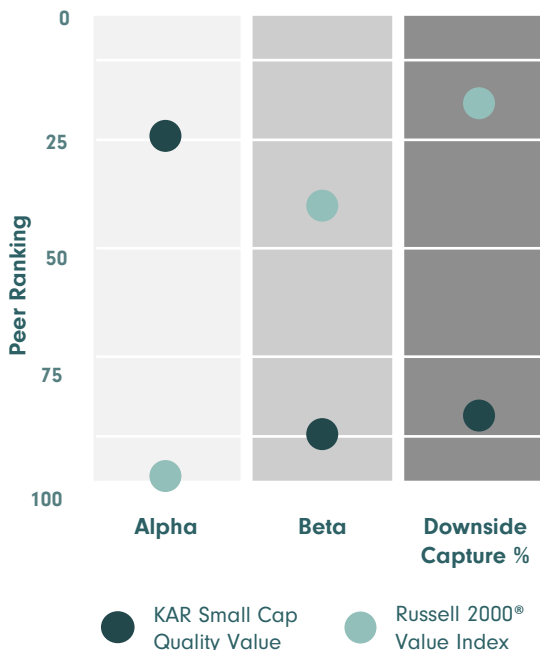
### Risk-Return Analysis

Inception\* to June 30, 2024



### Peer Comparison Chart

Inception\* to June 30, 2024



The eVestment Small Cap Value Universe includes 65 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 due to currency fluctuations. **Past performance is no guarantee of future results.**

### 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 June 30, 2024			
2 <sup>nd</sup> Quarter	(5.58)	(6.30)	(3.64)
Year to Date	(1.69)	(3.17)	(0.85)
One Year	9.68	6.45	10.90
Three Years	(2.34)	(5.24)	(0.53)
Five Years	8.71	5.51	7.07
Seven Years	7.70	4.53	5.89
Ten Years	9.01	5.81	6.23
Inception <sup>†</sup>	10.66	7.42	7.70

Annual Returns (%)	KAR Small Cap Quality Value (gross)	KAR Small Cap Quality Value (net)	Russell 2000 <sup>®</sup> Value Index
2023	19.64	16.15	14.65
2022	(23.47)	(25.79)	(14.48)
2021	19.71	16.22	28.27
2020	28.88	25.13	4.63
2019	25.09	21.45	22.39
2018	(14.14)	(16.72)	(12.86)
2017	20.66	17.14	7.84
2016	26.17	22.50	31.74
2015	(0.27)	(3.22)	(7.47)
2014	2.51	(0.52)	4.22
2013	40.00	35.97	34.52
2012	10.01	6.77	18.05
2011	6.73	3.58	(5.50)
2010	24.75	21.12	24.50
2009	27.82	24.21	20.58
2008	(28.62)	(30.93)	(28.92)
2007	1.93	(1.08)	(9.78)
2006	23.72	20.23	23.48
2005	8.53	5.37	4.71
2004	27.59	24.03	22.25
2003	22.12	18.65	46.03
2002	0.48	(2.51)	(11.43)
2001	19.42	16.00	14.02
2000	24.92	21.40	22.83
1999	(7.69)	(10.49)	(1.49)
1998 <sup>¶</sup>	9.61	7.76	(10.93)

### Performance Statistics

Inception\* to June 30, 2024

	KAR Small Cap Quality Value (gross)	KAR Small Cap Quality Value (net)	Russell 2000 <sup>®</sup> Value Index
Alpha	3.70	0.64	0.00
Sharpe Ratio	0.45	0.28	0.27
Information Ratio	0.31	(0.04)	N/A
Beta	0.81	0.81	1.00
Downside Capture	73.99	81.91	100.00
Tracking Error	9.15	9.16	N/A

**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, medium, or large-sized companies may enhance that risk. **Industrial Concentration:** Because the portfolio is presently heavily weighted in the industrial sector, it will be impacted by that sector's performance more than a portfolio with broader sector diversification. **Sector Focused Investing:** Events negatively affecting a particular industry or market sector in which the portfolio focuses its investments may cause the value of the portfolio to decrease. **Limited Number of Investments:** Because the portfolio has a limited number of securities, it may be more susceptible to factors adversely affecting its securities than a portfolio with a greater number of securities. **Market Volatility:** The value of the securities in the portfolio may go up or down in response to the prospects of individual companies and/or general economic conditions. Local, regional, or global events such as war or military conflict, terrorism, pandemic, or recession could impact the portfolio, including hampering the ability of the portfolio's manager(s) to invest its assets as intended.

\*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 final.

<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 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 (Wrap) Composite

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## Disclosure

Year	Composite Pure 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)
2014	2.51	(0.52)	4.22	12.88	12.98	26	0.43	648	7,989
2015	(0.27)	(3.22)	(7.47)	13.64	13.65	24	0.32	624	8,095
2016	26.17	22.50	31.74	14.09	15.72	26	0.55	641	9,989
2017	20.66	17.14	7.84	12.17	14.17	28	0.22	803	14,609
2018	(14.14)	(16.72)	(12.86)	14.39	15.98	30	0.19	644	17,840
2019	25.09	21.45	22.39	14.54	15.90	32	0.15	779	25,685
2020	28.88	25.13	4.63	22.10	26.49	29	0.20	945	39,582
2021	19.71	16.22	28.27	19.98	25.35	29	0.15	1,373	47,269
2022	(23.47)	(25.79)	(14.48)	23.17	27.66	29	0.10	894	33,531
2023	19.64	16.15	14.65	19.91	22.06	25	0.26	864	41,186

\*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.

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 Quality Value Wrap 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.

GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

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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 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 inception date of the composite is June 1998. The composite was created in January 2002. 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.

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. All portfolios included in this composite for all periods are wrap portfolios.

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 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. Performance results include the reinvestment of all income. Pure gross returns do not reflect the deduction of any expenses, including trading costs. 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 pure 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® 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.