

## Small-Mid Cap Core Portfolio

Third Quarter 2017 | Managed Accounts

### Portfolio Review

The Small-Mid Cap Core portfolio underperformed the Russell 2500 Index during the third quarter. The underperformance was primarily driven by negative stock selection in the health care and financial services sectors. Positive stock selection in the materials and processing and consumer discretionary sectors contributed the most to performance.

In the third quarter, the biggest contributors to performance were RBC Bearings and WABCO Holdings. RBC Bearings' stock outperformed, as the company benefited from an influx of commercial aircraft deliveries, a rebound in industrial end-markets and an improving margin profile. WABCO's shares increased during the quarter after the company reported sales results that were above expectations and management increased its profit guidance for the year. WABCO is benefiting from new safety standards implemented in key markets like the U.S. and China and an improving economy in Europe.

Positions that detracted the most from performance during the quarter were Signature Bank and Equifax. Signature Bank's shares were under pressure in the recent quarter as the flat yield curve and interest rate increases by the Fed have compressed the net interest margin of the bank. In addition, increased loan prepayments have made management cautious about hitting their net loan growth targets for the year. Despite these near-term headwinds, Signature remains one of the most efficient banks in the U.S., with loan growth and profitability metrics that are well-above peers. Equifax's shares declined sharply after the company disclosed a massive cybersecurity breach with criminals having gained access to personal information of roughly 143 million U.S. consumers. We are disappointed not just by the vast scale of the breach, but also by its duration and an over a month-long disclosure lag. Even assuming the best case scenario of a "contained" outcome, it is clear that the company will remain under significant pressure in the near-to-medium term due to additional investment in data security infrastructure, potential litigation liability, increased regulatory oversight and negative media coverage. We sold our position during the quarter.

### Purchases and Sales

During the third quarter, we purchased Copart and Teradyne, and sold our positions in Church & Dwight, Equifax (see rationale above), Factset Research Systems and Monotype Imaging.

Copart is the largest provider of auction services for salvaged (totaled) vehicles. The company primarily acts as an agent, collecting fees from both buyer and seller, while not taking ownership of the car. Copart has achieved critical mass where both buyers and sellers have their needs met, which attracts additional buyers and sellers to the auction platform, further strengthening the network.

Teradyne manufactures and sells automatic test systems used to test semiconductors, wireless products, data storage and complex electronic systems in the consumer electronics, wireless, automotive, industrial and aerospace and defense industries. The company has also recently entered into selling collaborative robots (cobots)—highly programmable automation equipment that can be used by global manufacturing and light industrial customers to help improve quality, increase manufacturing efficiency and reduce costs.

We sold Church & Dwight as we are concerned with what appears to be a strategic shift in the management team's approach to capital allocation.

We sold Factset Research Systems as its organic revenue growth has been moderating recently, as more active manager customers shut down or become increasingly cost-conscious amid the market's continued shift toward passive investing. Further, continuously falling technology costs have invited capable, aggressively-priced competition from both smaller and larger players.

We sold Monotype Imaging as the company once again lowered its guidance for its acquired business, Olapic. The lower guidance for Olapic was attributed to the revenue recognition similar to the SaaS recognition. However, the fact that the company just realized this after almost a year of Olapic ownership speaks to the fast-changing nature of the industry that Olapic competes, and thus gives us less conviction in the long-term operating model of this new business segment.

### Outlook

On balance, the outlook for equities continues to be favorable. Any meaningful uptick in inflation caused by either higher energy prices or significant wage growth is the principal risk in the outlook for the stock market. We will continue to monitor inflationary trends closely over the next couple of years. Geopolitical events, such as hurricanes and tensions with North Korea, have taken a back seat to the improving global earnings outlook so far this year. With the stock market at all-time highs, we believe it is important for clients to focus more than ever on their longer-term goals and risk tolerance, as market corrections can and do occur frequently—even in bull markets. With such unpredictability, we recommend that clients do not try to time the market, as most often investors fail severely in this endeavor and hurt their returns.

### Portfolio Highlights

**Style:** Small-Mid Cap  
**Sub-Style:** Core  
**Index:** Russell 2500™  
**Portfolio Inception:** 1992  
**Portfolio Assets:** \$1,751.8 M  
**Portfolio Turnover:** 25%–35%

### Investment Management Team

Name	Years of research experience
<b>Douglas S. Foreman, CFA</b> Chief Investment Officer	31
<b>Jon Christensen, CFA</b> Portfolio Manager + Senior Research Analyst	22
<b>Julie Kutsov</b> Portfolio Manager + Senior Research Analyst	16
<b>Craig Stone</b> Portfolio Manager + Senior Research Analyst	28
<b>Todd Bailey, CFA</b> Senior Research Analyst	18
<b>Chris Wright, CFA</b> Senior Research Analyst	7
<b>Chris Benway, CFA</b> Research Analyst	8
<b>Julie Biel, CFA</b> Research Analyst	9
<b>Jordan Greenhouse</b> Portfolio Specialist	20*

### Top Five Holdings

As of September 30, 2017

Company	Percent of equity (%)
RBC Bearings	6.1
WABCO Holdings	5.1
Cooper Companies	4.8
Wynn Resorts	4.8
CDW	4.6
<b>Total</b>	<b>25.4</b>

\*Represents years of industry experience.

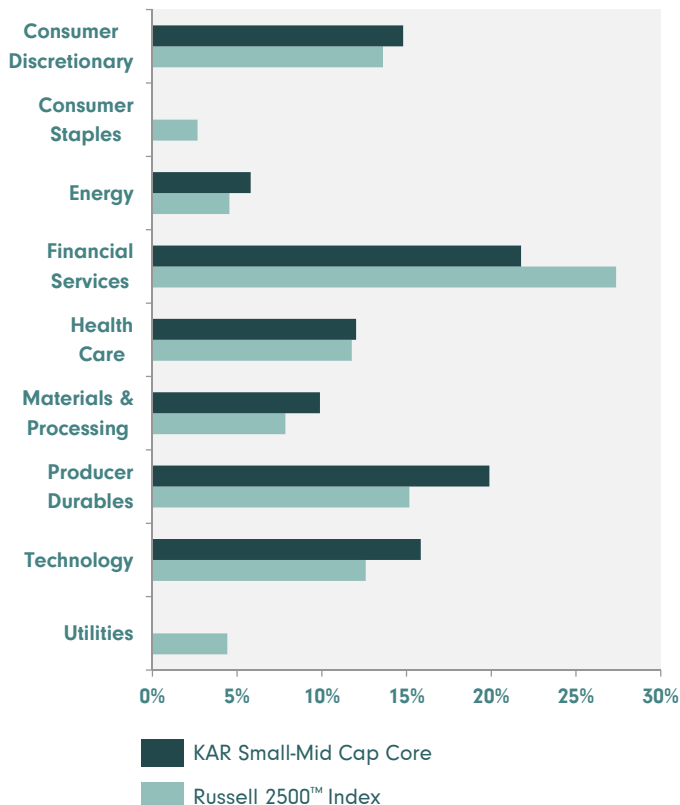
This report is based on the assumptions and analysis made and believed to be reasonable by Advisor. However, no assurance can be given that Advisor's opinions or expectations will be correct. This report is intended for informational purposes only and should be not considered a recommendation or solicitation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

<b>Development of High-Quality Universe</b>	<b>Proprietary Fundamental Research</b>	<b>Portfolio Construction</b>	<b>Sell Discipline</b>
<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>23–35 Stocks</b>  <b>Position Weights</b> <ul style="list-style-type: none"> <li>Average position size is typically 3%</li> <li>Max initial position size is 5% (cost)</li> <li>Max position size is 10% (market)</li> </ul> <b>Sector Tolerances</b> <ul style="list-style-type: none"> <li>+/- 10% of the sector weights of the Russell 2500™ Index</li> </ul> <b>Holding Period</b> <ul style="list-style-type: none"> <li>Typically 3-to-5 years</li> <li>Portfolio turnover is typically 25% to 35%</li> </ul> <b>Cash Levels</b> <ul style="list-style-type: none"> <li>Fully invested</li> <li>Max cash position is 10%</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>
<b>Higher Quality   Stronger, More Consistent Growth   Better Value</b>			

## Sector Diversification

As of September 30, 2017



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 September 30, 2017

	KAR Small-Mid Cap Core	Russell 2500™ Index
<b>Quality</b>		
Return on Equity—Past 5 Years	21.5%	11.8%
Total Debt/EBITDA	2.2 x	5.1 x
Earnings Variance—Past 10 Years	42.1%	74.5%
S&P Stock Ranking (A+, A, A-, B+)	59.5%	28.4%
<b>Growth</b>		
Earnings Per Share Growth—Past 5 Years	7.0%	9.3%
Earnings Per Share Growth—Past 10 Years	13.4%	8.1%
Dividend Per Share Growth—Past 5 Years	7.9%	10.4%
Dividend Per Share Growth—Past 10 Years	11.6%	6.6%
Capital Generation—{ROE x (1-Payout)}	16.3%	8.7%
<b>Value</b>		
P/E Ratio—Trailing 12 Months	27.9 x	33.0 x
Dividend Yield	0.8%	1.4%
Free Cash Flow Yield†	3.7%	2.2%
<b>Market Characteristics</b>		
\$ Weighted Average Market Cap—4 Qtr. Avg.	\$7.4 B	\$4.6 B
Largest Market Cap—4 Qtr. Avg.	\$15.5 B	\$16.0 B
Annualized Standard Deviation—Since Inception*	14.8%	18.6%

\*April 1, 1992

†Free cash flow data is as of June 30, 2017. Prices are as of September 30, 2017. Excludes financials.

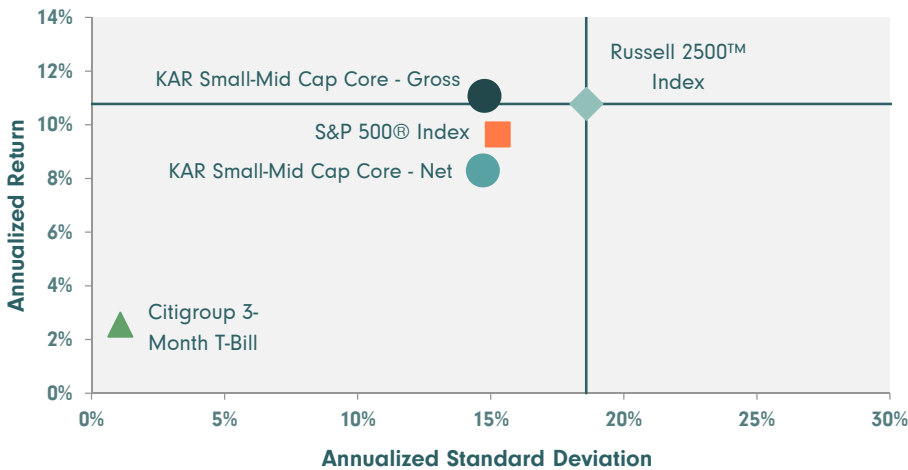
This material is deemed supplemental and complements the performance and disclosure at the end of this presentation. Data is obtained from FactSet Research Systems and BNY Mellon and is assumed to be reliable. Other principal consultant firms may use different algorithms to calculate selected statistics. 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 September 30, 2017



## Historical Returns

	KAR Small-Mid Cap Core (gross)	KAR Small-Mid Cap Core (net)†	Russell 2500™ Index
<b>Annualized Returns (%)†</b>			
As of September 30, 2017			
3 <sup>rd</sup> Quarter	2.80	2.03	4.74
Year to Date	9.58	7.16	11.00
One Year	15.73	12.34	17.79
Three Years	13.50	10.82	10.60
Five Years	14.73	12.35	13.86
Seven Years	14.67	12.33	13.66
Ten Years	9.16	6.98	8.19
Inception*	11.08	8.30	10.78

	KAR Small-Mid Cap Core (gross)	KAR Small-Mid Cap Core (net)†	Russell 2500™ Index
<b>Annual Returns (%)</b>			
2016	17.03	13.61	17.59
2015	5.76	4.10	(2.90)
2014	9.25	7.37	7.07
2013	31.04	29.07	36.80
2012	9.25	7.55	17.88
2011	8.43	6.02	(2.51)
2010	20.23	17.70	26.71
2009	31.12	28.86	34.39
2008	(29.90)	(31.33)	(36.79)
2007	0.26	(1.37)	1.38
2006	14.04	11.75	16.17
2005	3.24	0.14	8.11
2004	13.69	10.26	18.29
2003	25.54	21.91	45.51
2002	(17.31)	(19.84)	(17.80)
2001	4.57	1.53	1.22
2000	23.47	19.85	4.27
1999	7.02	3.93	24.14
1998	20.98	17.42	0.38
1997	21.00	17.45	24.36
1996	26.98	23.22	19.03
1995	18.57	15.07	31.70
1994	2.75	(0.26)	(1.05)
1993	20.00	16.54	16.55
1992§	9.65	7.25	11.36

\*April 1, 1992

†All periods less than one year are total returns and are not annualized. Returns are preliminary.

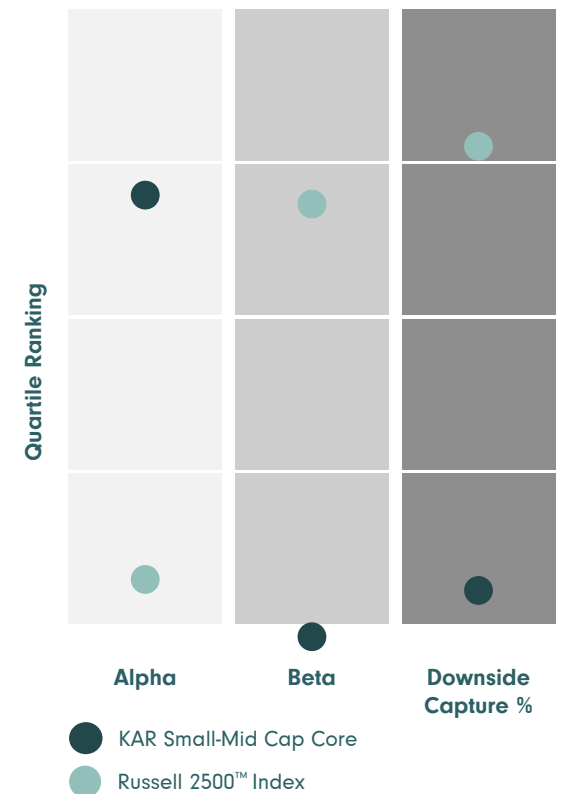
‡Net of all fees and expenses. Assumes a 3% annual fee.

§Performance calculations are for the nine months ended December 31, 1992.

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-Mid Cap Core Universe includes all managers categorized in the small-mid cap core 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.

## Peer Comparison Chart

Ten Years Ending September 30, 2017



## Performance Statistics

Inception\* to September 30, 2017

	KAR Small-Mid Cap Core	Russell 2500™ Index
Annualized Return	11.08	10.78
Annualized Standard Deviation	14.76	18.59
Alpha	2.49	0.00
Beta	0.70	1.00
Sharpe Ratio	0.58	0.44
R-Squared	78.40	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.

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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, 2016.

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-Mid Cap Core Wrap Composite has been examined for the period from January 1, 1999 through December 31, 2016. 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-Mid Cap Core Wrap Portfolios. Small-Mid Cap Core Wrap Portfolios are invested in equity securities with market capitalizations consistent with the Russell 2500™ 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 2500™ Index. The Russell 2500™ Index is a market capitalization-weighted index of the 2,500 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 July 2000. 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. Prior to December 31, 2005, net annual returns are calculated by deducting 1/4th of an assumed maximum annual wrap fee of 3% from the

gross returns 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 of the composite 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	15.22	19.24
2013	12.17	15.85
2014	10.13	11.84
2015	12.17	12.59
2016	12.60	13.86

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 2500™ Index Annual Return (%)	Internal Dispersion
2007	5,392	738	100%	92	0.26	(1.37)	1.38	0.28
2008	3,445	309	100%	76	(29.90)	(31.33)	(36.79)	0.29
2009	4,010	342	100%	64	31.12	28.86	34.39	0.64
2010	4,729	316	100%	59	20.23	17.70	26.71	0.35
2011	5,232	337	100%	53	8.43	6.02	(2.51)	0.78
2012	6,545	422	100%	44	9.25	7.55	17.88	0.62
2013	7,841	362	100%	39	31.04	29.07	36.80	0.36
2014	7,989	373	100%	35	9.25	7.37	7.07	0.16
2015	8,095	378	100%	30	5.76	4.10	(2.90)	0.19
2016	9,989	369	100%	30	17.03	13.61	17.59	0.38

\*Pure gross returns are supplemental to net returns.

The Russell 2500™ Index is a trademark/service mark of Frank Russell Company. Russell® is a trademark of Frank Russell Company.