

## Small-Mid Cap Core Portfolio

Third Quarter 2021 | Managed Accounts



Manager of  
the Decade  
for the last  
3 years  
(2018 - 2020)

### Portfolio Review

The Small-Mid Cap Core portfolio outperformed the Russell 2500 Index in the third quarter. Good stock selection in consumer discretionary and health care contributed positively to performance. Poor stock selection in materials and information technology detracted from performance.

The biggest contributors to performance during the quarter were SiteOne Landscape Supply and Charles River Laboratories International.

- SiteOne Landscape Supply underperformed last quarter as investors worried about the forward growth of the business despite the company reporting a good quarter. This quarter, some of those worries dissipated as the company continues to see good organic daily sales and improving margins.
- Charles River's shares rose in the quarter as a greater number of large pharmaceutical firms are outsourcing to smaller biotech firms that do business with the company.
- Other top contributors included MSCI, LPL Financial Holdings and Exponent.

The biggest detractors to performance were Scotts Miracle-Gro and Teradyne.

- Scotts Miracle-Gro's shares declined as the company experienced a slowdown in the second half of the year as well as cost inflation and an oversupply of cannabis in California.
- Teradyne reported a strong quarter, with balanced growth in its Test unit, a strong recovery in Industrial Automation and overall improved profitability. However, the shares declined as investors were concerned the global chip shortage could negatively impact demand.
- Other bottom contributors included Lennox International, Fair Isaac and Bentley Systems.

### Purchases and Sales

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

### Outlook

We believe the two most important variables affecting equity markets are interest rates and corporate profitability. The Federal Reserve will start tapering their purchases of bonds next month, but this has been well telegraphed to investors. Relatively benign interest rates and strong corporate profitability are a prescription for rising equity prices over time. However, we believe investors should expect a more selective market going forward and more muted equity returns. It is more likely that we will continue to grow but at a more moderate and sustainable pace. We believe this should be an environment where stocks of high-quality businesses can perform well.

### Portfolio Highlights

**Style:** Small-Mid Cap  
**Sub-Style:** Core  
**Index:** Russell 2500™  
**Portfolio Inception:** 1992  
**Portfolio Assets:** \$15,190.6 M  
**Portfolio Turnover:** 25%–35%

### Investment Management Team

Name	Years of research experience
<b>Douglas S. Foreman, CFA</b> Chief Investment Officer	35
<b>Jon Christensen, CFA</b> Portfolio Manager + Senior Research Analyst	26
<b>Julie Kutsov</b> Portfolio Manager + Senior Research Analyst	20
<b>Craig Stone</b> Portfolio Manager + Senior Research Analyst	32
<b>Todd Bailey, CFA</b> Senior Research Analyst	22
<b>Julie Biel, CFA</b> Senior Research Analyst	13
<b>Chris Wright, CFA</b> Senior Research Analyst	9
<b>Sean Dixon</b> Research Analyst	12
<b>Adam Xiao, CFA</b> Research Analyst	6
<b>Jordan Greenhouse</b> Senior Client Portfolio Manager	24†
<b>James B. May, CFA</b> Client Portfolio Manager	33†

### Top Five Holdings

As of September 30, 2021

Company	Percent of equity (%)
Charles River Laboratories International	6.3
Zebra Technologies	5.9
MSCI	4.9
SiteOne Landscape Supply	4.7
POOLCORP	4.6
<b>Total</b>	<b>26.5</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>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>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 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>Position Weights</b> <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> <b>Sector Tolerances</b> <ul style="list-style-type: none"> <li>Seek broad diversification, but no sector constraints</li> </ul> <b>Non-U.S. Holdings</b> <ul style="list-style-type: none"> <li>Up to 20%</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; review by CIO triggered if over 10%</li> </ul>	<b>Extended Valuation</b> <b>Portfolio Upgrade</b> <b>Acquisition Activity</b> <b>Negative Company or Industry Changes</b>

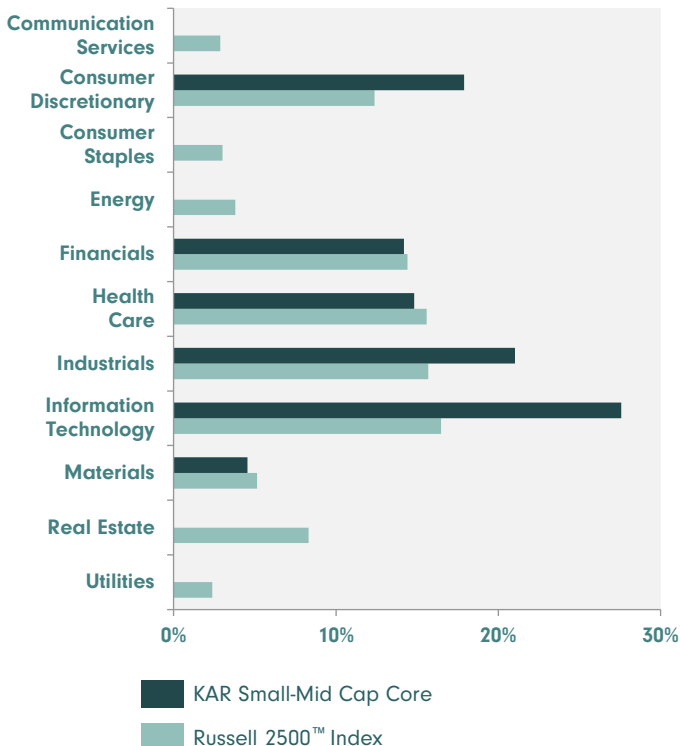
Higher Quality

Stronger, More Consistent Growth

Better Value

## Sector Diversification

As of September 30, 2021



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 GICS sector classifications. Data is obtained by FactSet Research Systems and is assumed to be reliable.

## Portfolio Characteristics

As of September 30, 2021

	KAR Small-Mid Cap Core	Russell 2500™ Index
<b>Quality</b>		
Return on Equity—Past 5 Years	25.6%	11.0%
Total Debt/EBITDA	2.6 x	5.0 x
Earnings Variability—Past 10 Years	44.8%	74.8%
<b>Growth</b>		
Earnings Per Share Growth—Past 5 Years	19.1%	11.0%
Earnings Per Share Growth—Past 10 Years	16.2%	8.4%
Capital Generation—{ROE x (1-Payout)}	20.8%	8.5%
<b>Value</b>		
P/E Ratio—Trailing 12 Months	28.0 x	34.6 x
Dividend Yield	0.5%	1.1%
Free Cash Flow Yield†	2.9%	3.4%
<b>Market Characteristics</b>		
\$ Weighted Average Market Cap—3-Year Avg.	\$12.3 B	\$5.8 B
Largest Market Cap—3-Year Avg.	\$29.1 B	\$23.8 B
Annualized Standard Deviation—Since Inception*	16.0%	20.0%

†Free cash flow data is as of June 30, 2021. Prices are as of September 30, 2021. Excludes financials.

\*April 1, 1992

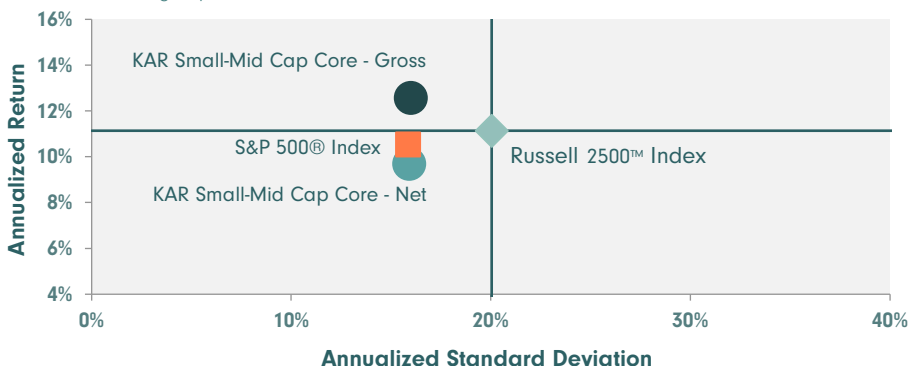
This material is deemed supplemental and complements the performance and disclosure at the end of this presentation. Data is obtained from FactSet Research Systems and BNY Mellon and is assumed to be reliable. Other principal consultant firms may use different algorithms to calculate selected statistics.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

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Third Quarter 2021 | Managed Accounts

## Strong Risk-Adjusted Returns

Ten Years Ending September 30, 2021



## Historical Returns

	KAR Small-Mid Cap Core (gross)	KAR Small-Mid Cap Core (net) <sup>†</sup>	Russell 2500™ Index
<b>Annualized Returns (%)<sup>†</sup></b>			
As of September 30, 2021			
3 <sup>rd</sup> Quarter	(0.45)	(1.19)	(2.68)
Year to Date	12.89	10.40	13.83
One Year	31.72	27.90	45.03
Three Years	22.77	19.19	12.47
Five Years	21.15	17.61	14.25
Seven Years	18.58	15.40	12.19
Ten Years	18.40	15.61	15.27
Inception*	12.57	9.69	11.13
<b>Annual Returns (%)</b>			
2020	36.85	32.89	19.99
2019	40.90	36.84	27.77
2018	(5.23)	(8.05)	(10.00)
2017	19.77	16.28	16.81
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 <sup>  </sup>	9.65	7.25	11.36

\*April 1, 1992

<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.

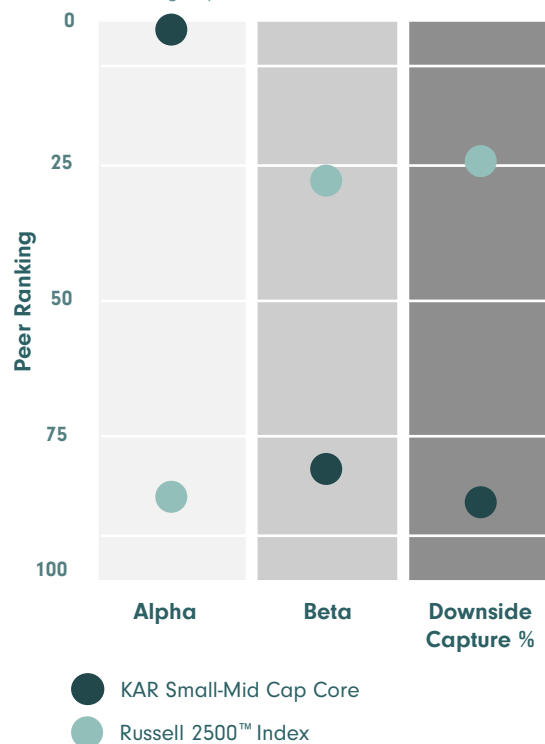
<sup>§</sup>Performance statistics are based on gross of fee returns.

<sup>||</sup>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 for the Kayne Anderson Rudnick composite are preliminary. All periods less than one year are total returns and are not annualized. For periods

## Peer Chart

Ten Years Ending September 30, 2021



## Performance Statistics

Ten Years Ending September 30, 2021

	KAR Small-Mid Cap Core <sup>§</sup>	Russell 2500™ Index
Annualized Standard Deviation	15.99	19.61
Alpha	5.94	0.00
Beta	0.76	1.00
Sharpe Ratio	1.13	0.76
R-Squared	87.57	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 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:** Local, regional, or global events such as war, acts of terrorism, the speed of infectious illness or other public health issues, recessions, or other events could have a significant impact on the portfolio and its investments, including hampering the ability of the portfolio manager(s) to invest the portfolio's assets as intended.

prior to July 1, 2000, the Small-Mid Cap Core composite calculations have been linked to the firm's Small Cap Core composite performance, which represents all taxable and nontaxable, fully discretionary Small Cap Core Portfolios (including cash) under management for at least one full quarter. Beginning on July 1, 2000, only Small-Mid Cap Core Portfolios are included in the composite. 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.**

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### Disclosure

Year	Composite Pure Gross Return* (%)	Composite Net Return (%)	Russell 2500™ Index Return (%)	Composite 3-Yr Std Dev (%)	Benchmark 3-Yr Std Dev (%)	Percentage of Wrap-Fee Accounts (%)	Number of Accounts	Internal Dispersion (%)	Composite Assets (\$ Millions)	Firm Assets (\$ Millions)
2010	20.23	17.70	26.71	N/A	N/A	100	59	0.35	316	4,729
2011	8.43	6.02	(2.51)	N/A	N/A	100	53	0.78	337	5,232
2012	9.25	7.55	17.88	15.22	19.24	100	44	0.62	422	6,545
2013	31.04	29.07	36.80	12.17	15.85	100	39	0.36	362	7,841
2014	9.25	7.37	7.07	10.13	11.84	100	35	0.16	373	7,989
2015	5.76	4.10	(2.90)	12.17	12.59	100	30	0.19	378	8,095
2016	17.03	13.61	17.59	12.62	13.86	100	30	0.38	369	9,989
2017	19.77	16.28	16.81	11.16	12.31	100	32	0.26	518	14,609
2018	(5.23)	(8.05)	(10.00)	13.27	14.30	100	24	0.17	618	17,840
2019	40.90	36.84	27.77	14.85	14.79	100	28	0.51	1,117	25,685

\*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.

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, 2019.

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, 2019. The verification and performance examination reports are available upon request.

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 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, which measures the variability of the composite (using pure gross returns) and the benchmark for the 36-month period, is presented starting 2012 because prior to January 1, 2010, the composite return was calculated quarterly and 36 monthly returns are not available.