

## Small Cap Core Portfolio

### Fourth Quarter 2017 | Managed Accounts



### Portfolio Review

The Small Cap Core portfolio outperformed the Russell 2000 Index during the fourth quarter. The outperformance was primarily driven by positive stock selection in the financial services and producer durables sectors. Performance was hurt by poor stock selection in consumer discretionary and materials and processing sectors.

The biggest contributors to performance during the quarter were Primerica and Copart.

Earlier financial results of Primerica had led to some concern by analysts and investors that new life insurance policies being sold were of lower quality (i.e. terminate faster than normal, a.k.a. “lapsation”). Management had stressed that this was not the case and that recent experience was well within the historical range. Lapsation declined in the most recent quarter, supporting management’s previous comments, and earnings were better than expected, both of which drove the stock higher. We continue to expect Primerica’s unique distribution model and good stewardship of capital to result in sustainable long-term earnings growth, so we remain shareholders.

Copart outperformed in the most recent quarter as end-market tailwinds, such as more technologically complex vehicles and auto body shop consolidation, drove salvage volumes higher. Copart’s advantaged business model is expected to position the company to capitalize on these positive industry dynamics for many years into the future.

The biggest detractors from the portfolio during the quarter were Fox Factory Holding and WABCO Holdings.

Fox Factory saw a slowdown in its growth following atypically high rates driven by initial production and early success of the Ford Raptor for which Fox supplies suspension products.

Shares of WABCO initially reacted favorably to better-than-expected third-quarter results, but they spent the rest of the quarter falling. The decrease was largely driven by valuation concerns rather than worries of the fundamentals of the business. WABCO continues to benefit from new safety standards implemented in key markets like the U.S. and China and an improving economy in Europe. We believe WABCO has a long runway of revenue growth and margin expansion ahead as safety standards globally continue to rise. As a result, we remain owners of the business.

### Purchases and Sales

We made no new purchases for this strategy in the fourth quarter and sold our positions in Polaris Industries and NVR.

Polaris has largely completed a significant recall effort while new product introductions and improving industry demand led to a rebound in business. Consequently, the shares rose and the stock was priced at an attractive multiple. Given this, we reduced our position during the quarter and ultimately sold our holdings completely.

Since our last trim of NVR shares more than two years ago, the business has performed strongly relative to the Russell 2000 Index. The market cap of NVR was approaching \$14 billion, well over the \$10 billion largest market cap of the Russell 2000. Given this and other ideas we want to add to the portfolio, we sold our position in NVR.

### Outlook

The outlook for 2018 is favorable overall, but to expect another 2017 would be unreasonable. More volatility and drawdowns are anticipated in 2018 as markets return to more normal conditions. 2018 should continue to provide investors with mid-to-high single-digit equity returns but most likely not without a bumpy ride along the way. Investors should review their asset allocation and make sure they can “sleep at night” with their current equity exposure. We will continue to own high-quality businesses that can shine in good and bad times and have competitive protections.

### Portfolio Highlights

**Style:** Small Cap  
**Sub-Style:** Core  
**Index:** Russell 2000®  
**Portfolio Inception:** 1992  
**Portfolio Assets:** \$5,152.4 M  
**Portfolio Turnover:** 25%–35%

### Investment Management Team

Name	Years of research experience
<b>Douglas S. Foreman, CFA</b> Chief Investment Officer	31
<b>Todd Bailey, CFA</b> Portfolio Manager + Senior Research Analyst	18
<b>Jon Christensen, CFA</b> Portfolio Manager + Senior Research Analyst	22
<b>Julie Kutasov</b> Senior Research Analyst	16
<b>Craig Stone</b> Senior Research Analyst	28
<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 December 31, 2017

Company	Percent of equity (%)
Autohome	8.4
Primerica	6.0
Teledyne Technologies	5.7
Copart	5.7
Old Dominion Freight Line	5.3
<b>Total</b>	<b>31.1</b>

\*Represents years of industry experience.

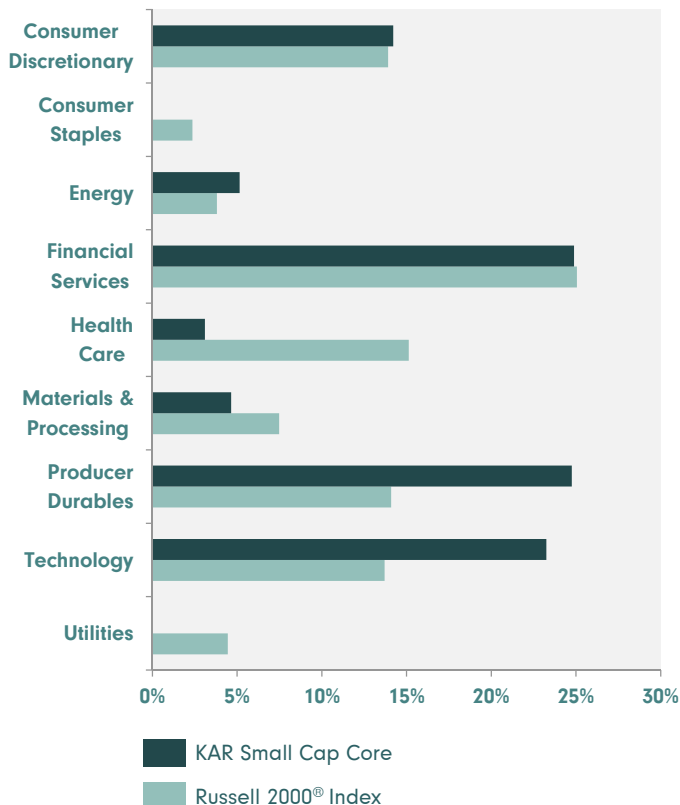
This report is based on the assumptions and analysis made and believed to be reasonable by Advisor. However, no assurance can be given that Advisor’s opinions or expectations will be correct. This report is intended for informational purposes only and should be not considered a recommendation or solicitation 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>20–40 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® Index, utilizing Russell sector classifications</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>
<b>Higher Quality   Stronger, More Consistent Growth   Better Value</b>			

## Sector Diversification

As of December 31, 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 December 31, 2017

	KAR Small Cap Core	Russell 2000® Index
<b>Quality</b>		
Return on Equity—Past 5 Years	27.4%	10.2%
Total Debt/EBITDA	1.5 x	6.6 x
Earnings Variance—Past 10 Years	29.2%	79.6%
<b>Growth</b>		
Earnings Per Share Growth—Past 10 Years	14.0%	7.0%
Dividend Per Share Growth—Past 10 Years	15.6%	4.8%
Capital Generation—{ROE x (1-Payout)}	20.5%	7.8%
<b>Value</b>		
P/E Ratio—Trailing 12 Months	31.8 x	40.7 x
Dividend Yield	0.7%	1.2%
Free Cash Flow Yield†	3.1%	1.8%
<b>Market Characteristics</b>		
\$ Weighted Average Market Cap—3 Qtr. Avg.	\$5.6 B	\$2.2 B
Largest Market Cap—3 Qtr. Avg.	\$10.5 B	\$8.4 B
Annualized Standard Deviation—Since Inception*	15.6%	19.3%

\*April 1, 1992

†Free cash flow data is as of September 30, 2017. Prices are as of December 31, 2017. Excludes financials.

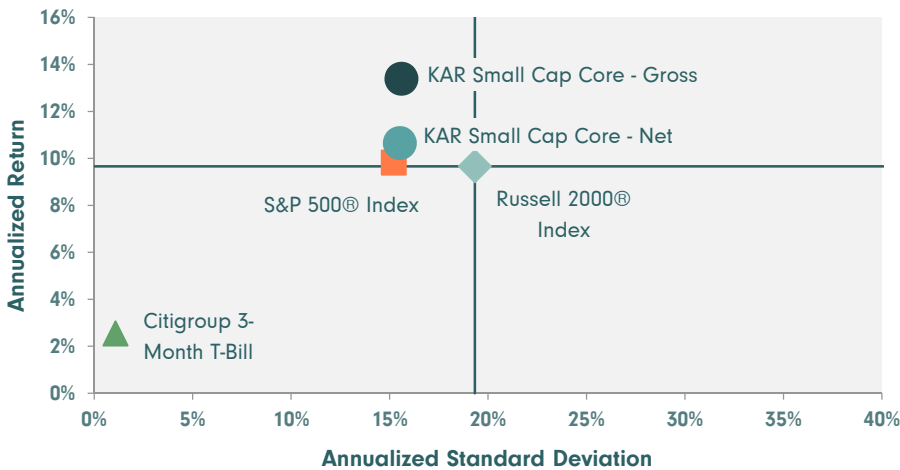
This material is deemed supplemental and complements the performance and disclosure at the end of this presentation. Data is obtained from FactSet Research Systems and BNY Mellon and is assumed to be reliable. Other principal consultant firms may use different algorithms to calculate selected statistics. 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 December 31, 2017



## Historical Returns

	KAR Small Cap Core (gross)	KAR Small Cap Core (net) <sup>‡</sup>	Russell 2000® Index
<b>Annualized Returns (%)<sup>†</sup></b>			
As of December 31, 2017			
4 <sup>th</sup> Quarter	10.55	9.75	3.34
One Year	36.04	32.12	14.65
Three Years	18.08	15.19	9.96
Five Years	18.26	15.74	14.12
Seven Years	16.34	14.00	11.62
Ten Years	13.05	10.89	8.71
Inception*	13.39	10.65	9.66

Annual Returns (%)	KAR Small Cap Core (gross)	KAR Small Cap Core (net) <sup>‡</sup>	Russell 2000® Index
2017	36.04	32.12	14.65
2016	18.55	15.09	21.31
2015	2.09	0.51	(4.41)
2014	7.31	5.57	4.89
2013	30.89	28.76	38.82
2012	13.75	11.80	16.35
2011	9.64	7.75	(4.18)
2010	24.83	22.56	26.85
2009	31.80	29.72	27.17
2008	(28.15)	(29.36)	(33.79)
2007	3.25	1.71	(1.57)
2006	13.46	11.87	18.37
2005	7.87	4.63	4.55
2004	23.07	19.42	18.33
2003	35.02	31.19	47.25
2002	(13.73)	(16.34)	(20.48)
2001	6.82	3.74	2.49
2000	20.98	17.42	(3.02)
1999	7.02	3.93	21.26
1998	20.98	17.42	(2.55)
1997	21.00	17.45	22.36
1996	26.98	23.22	16.49
1995	18.57	15.07	28.45
1994	2.75	(0.26)	(1.82)
1993	20.00	16.54	18.88
1992 <sup>§</sup>	9.65	7.25	10.16

\*April 1, 1992

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

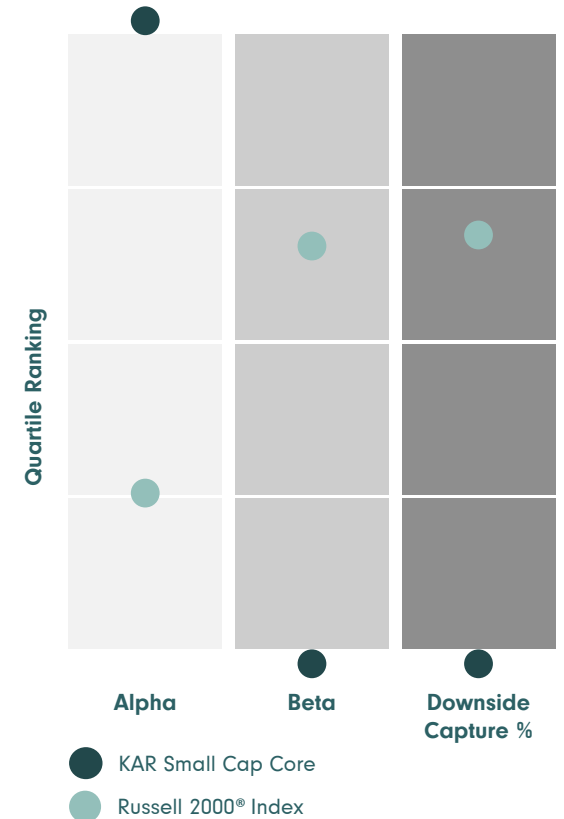
<sup>‡</sup>Net of all fees and expenses. Assumes a 3% annual fee.

<sup>§</sup>Performance 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 Cap Core Universe includes all managers categorized in the small 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 December 31, 2017



## Performance Statistics

Inception\* to December 31, 2017

	KAR Small Cap Core	Russell 2000® Index
Annualized Return	13.39	9.66
Annualized Standard Deviation	15.60	19.33
Alpha	5.25	0.00
Beta	0.72	1.00
Sharpe Ratio	0.70	0.37
R-Squared	80.65	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 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 Cap Core Wrap Portfolios. Small Cap Core Wrap Portfolios are invested in equity securities with market capitalizations consistent with the Russell 2000® 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® Index. The Russell 2000® Index is a market capitalization-weighted index 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 October 1995. 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 exceed 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 by deducting 1/4<sup>th</sup> 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 1/12<sup>th</sup> 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	15.37	20.48
2013	11.96	16.68
2014	9.77	13.31
2015	11.15	14.16
2016	12.19	15.99

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® Index Annual Return (%)	Internal Dispersion
2007	5,392	847	100%	39	3.25	1.71	(1.57)	0.21
2008	3,445	469	100%	49	(28.15)	(29.36)	(33.79)	0.42
2009	4,010	565	100%	54	31.80	29.72	27.17	0.71
2010	4,729	659	100%	67	24.83	22.56	26.85	0.71
2011	5,232	846	100%	70	9.64	7.75	(4.18)	0.51
2012	6,545	1,073	100%	71	13.75	11.80	16.35	0.31
2013	7,841	1,336	100%	67	30.89	28.76	38.82	0.45
2014	7,989	1,294	100%	70	7.31	5.57	4.89	0.27
2015	8,095	1,023	100%	55	2.09	0.51	(4.41)	0.38
2016	9,989	1,222	100%	74	18.55	15.09	21.31	0.81

\*Pure gross returns are supplemental to net returns.

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