



# SMALL CAP CORE

Third Quarter 2024

## OBJECTIVE

The GLA Small Cap Core strategy seeks to provide total return in excess of the Russell 2000 Index over a full market cycle.

**Benchmark:** Russell 2000 Index  
**Inception Date:** January 1, 1991  
**Small Cap Core Assets:** \$151 million

## PHILOSOPHY

We believe investing in attractively-valued companies that can generate cash flow and earnings power beyond the market's expectations should deliver positive relative, long-term, risk-adjusted returns.

### Investment Principles:

- Seek diversification through industry and sector exposure as well as type of business model
- Make decisions based on team approach and industry expertise
- Seek to balance fundamental decision making with objectivity

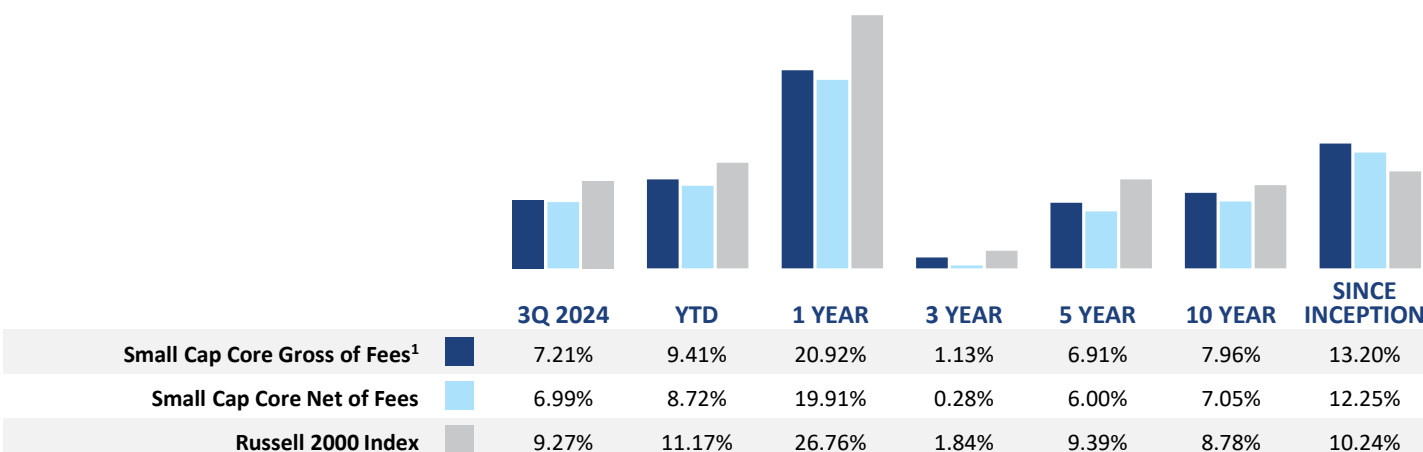
### Portfolio:

- Bottom-up portfolio
- Sector constraints and stock constraints
- Risk management tools to monitor and control factor exposure and risk

## PORTFOLIO GUIDELINES

**Holdings:** Approximately 100 +/- positions  
**Sector Over/Underweights:** No sector >5% vs. Benchmark  
**Position weights:** No position >3% at purchase  
**Cash position:** Rarely over 3%  
**Average Annual turnover:** Typically 25% to 45%

## COMPOSITE PERFORMANCE



<sup>1</sup>Returns are annualized. Net performance reflects the deduction of investment management fees and bundled fees as applicable. Additional time period composite returns are available upon request.

## PROCESS

**Our investment process is centered on seeking to maximize stock selection and manage risk.**

### IDEA GENERATION

Narrow the investable universe using a proprietary ranking tool to identify:

- Attractive relative valuation
- Improving fundamentals
- Earnings quality & trends

### FUNDAMENTAL ANALYSIS

Focus on catalysts for outperformance:

- Evaluate potential catalysts for exceeding expectations and/or multiple expansion
- Assess attractiveness of valuation
- Understand investor sentiment
- Analyze financials to determine upside potential

### PORTFOLIO CONSTRUCTION

Seek outperformance through stringent risk controls:

- Drive results through stock selection
- Minimize influence of factor-based risks – Market | Style | Size | Sector
- Use proprietary and externally-sourced risk management systems
- Deliver a well-balanced portfolio that is true to mandate

**STRATEGY CHARACTERISTICS (5 YEAR AVERAGE)**

Holdings Based Characteristics <sup>2</sup>	Small Cap	
	Core	Russell 2000
Weighted Average Market Cap	3.4B	3.1B
Price/Cash Flow	9.4x	8.1x
Estimated Price/Earnings	14.9x	15.1x
EV/EBITDA	10.3x	10.5x
EV/Revenue	1.8x	1.9x
Price/Book Ratio	2.2x	1.9x
Dividend Yield	1.0%	1.1%

<sup>2</sup>Source: FactSet. Estimated Price/Earnings excludes negative earnings.

Returns Based Characteristics <sup>4</sup>	Small Cap	
	Core	Russell 2000
Standard Deviation	23.5	24.0
Sharpe Ratio	0.2	0.3
Information Ratio	-0.5	-
Alpha	-1.9	-
Beta	1.0	-
Tracking Error	5.1	-

<sup>3</sup>Source: eVestment. Analysis based on monthly observations.

**PORTFOLIO WEIGHTS**

Absolute Sector Weightings <sup>7</sup>	Small Cap	
	Core	Russell 2000
Basic Materials	5.8%	7.0%
Commercial Services	3.5%	3.6%
Consumer Discretionary	6.8%	7.1%
Consumer Services	5.6%	4.1%
Consumer Staples	4.5%	3.1%
Energy	4.8%	4.9%
Financial Services	15.3%	18.1%
Health Care	16.4%	16.7%
Manufacturing	9.6%	8.6%
Real Estate	4.5%	6.2%
Technology	16.8%	15.3%
Telecommunications	0.0%	0.8%
Transportation	2.4%	1.8%
Utilities	2.1%	2.7%

<sup>4</sup>Source: FactSet.

**PORTFOLIO COMPOSITION****Top 10 Equity Holdings by Weight<sup>5</sup>**

Zeta Global Holdings Corp. Class A	2.3%
Commvault Systems, Inc.	2.3%
Sterling Infrastructure, Inc.	1.8%
Lantheus Holdings Inc	1.7%
KB Home	1.7%
Kite Realty Group Trust	1.6%
Huron Consulting Group Inc.	1.6%
Hancock Whitney Corporation	1.4%
Halozyme Therapeutics, Inc.	1.4%
Belden Inc.	1.4%

<sup>5</sup>No discussion with respect to these companies should be considered a recommendation to purchase or sell any particular security. The companies discussed herein do not represent all past investments. It should not be assumed that any of the investments discussed were or will be profitable, or that recommendations or decisions made in the future will be profitable.

**Top 10 Relative Overweights<sup>6</sup>**

Zeta Global Holdings Corp. Class A	2.1%
Commvault Systems, Inc.	2.1%
Sterling Infrastructure, Inc.	1.6%
KB Home	1.5%
Huron Consulting Group Inc.	1.5%
Lantheus Holdings Inc	1.5%
Kite Realty Group Trust	1.4%
Spectrum Brands Holdings, Inc.	1.3%
Addus HomeCare Corporation	1.3%
Hancock Whitney Corporation	1.3%

<sup>6</sup>Relative overweights in percentages versus the Russell 2000 Index.

**ABOUT GREAT LAKES ADVISORS**

Founded in 1981, Great Lakes Advisors is headquartered in Chicago, Illinois. The firm has \$18.4 billion in assets under management and advisement and offers a wide range of fixed income, equity, and multi-asset strategies across market capitalizations. Our portfolio management teams strive to form collaborative partnerships and investment strategy solutions to our Institutional, Intermediary, Sub-advisory, and Private Wealth client base.

Definition of the Firm: Great Lakes Advisors, LLC (“Great Lakes” or “GLA”) is an investment advisor registered with the Securities and Exchange Commission under the Investment Advisors Act of 1940. Established in 1981, Great Lakes is a subsidiary of Wintrust Financial Corporation and a part of the Wintrust Wealth Management family of companies. Great Lakes is a distinct business unit with distinct investment processes and procedures relating to the management and/or trading of investment portfolios for its clients. On October 1, 2013, majority owned subsidiary Advanced Investment Partners, LLC (“AIP”) became fully-owned and integrated into Great Lakes. On April 3, 2023, Rothschild & Co Asset Management US Inc. and Rothschild & Co Risk Based Investments LLC became fully-owned and integrated into Great Lakes.

The Firm is registered as an investment advisor with the Securities and Exchange Commission. Registration as an investment advisor does not imply a certain level of skill or training. The Firm provides investment advisory services on a discretionary basis to a broad range of clients, including corporate pension plans and profit-sharing plans, public pension funds (e.g., state and municipal government entities), Taft-Hartley plans, healthcare organizations, endowments, foundations, high-net-worth investors, sub-advised accounts, other pooled investment vehicles, and retail investors in various wrap fee programs. The Firm also provides non-discretionary investment advice to various wrap unified managed account programs.

The Composite consists of all discretionary, fee-paying, institutional separate accounts, collective investment trusts (“CIT”), commingled funds and mutual funds using the Small Cap strategy with a benchmark of the Russell 2000 Index. The Composite was created in January 1991, and the inception date is January 1, 1991. Effective 7/1/2023, coinciding with a change in portfolio accounting systems, the Firm calculates composite returns in an asset-weighted manner using the aggregate method. This method aggregates the market values and cash flows for all accounts, and treats the composite as if it were one account. Account returns are calculated using a monthly internal rate of return (“IRR”) methodology. Prior to this date account returns were time-weighted, based on a daily cash flow application. Composites were asset-weighted, using beginning-of-month market values. There have been no material personnel or other changes that would affect the Composite. Effective June 1, 2018, the Composite was redefined to include CIT and mutual funds. Previously, the CIT and mutual funds’ liquidity needs created a significant difference in the way CIT and mutual funds were managed versus other institutional accounts. However, due to the consistent growth of the Composite, the liquidity needs of CIT and mutual funds accounts no longer have a major impact in the management of these accounts and are considered materially the same as institutional accounts. Effective April 1, 2019, the Composite was redefined to include commingled funds. Previously, the commingled funds’ liquidity needs created a significant difference in the way commingled funds were managed versus other institutional accounts. However, due to the consistent growth of the Composite, the liquidity needs of commingled funds accounts no longer have a major impact in the management of these accounts and are considered materially the same as institutional accounts.

Valuations and returns are computed and stated in US Dollars. The standard separate account management fee schedule is 0.85% for the first \$25 million, 0.75% for the next \$25 million, and 0.65% for the balance. The collective funds management fee is 0.85%. The collective funds is expense ratio is 0.85%.

Returns reflect the reinvestment of dividends and other earnings. The Russell 2000 Index is an unmanaged index considered representative of Small Cap US stocks. The benchmark returns are not covered by the report of independent verifiers. The investment strategy of Small Cap Core is not restricted to securities of the Russell 2000 Index. In addition, Small Cap Core may use various investment techniques, such as eliminating stocks with a relatively short trading history, which are not reflected in the Russell 2000 Index. For the foregoing and other reasons, the performance Small Cap Core and the Russell 2000 Index will differ. Investing in equities involves certain risks, including the possibility that the price of equity securities may vary in response to general market and economic conditions. All indexes are fully invested, which includes the reinvestment of income. The returns for the index do not include any transaction costs, management fees or other costs. The indexes are not available for direct investment.

A complete list of composite descriptions, performance results and a list of limited distribution pooled fund descriptions are available upon request.

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