



SMALL CAP

Fourth Quarter 2018

OBJECTIVE

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

Benchmark: Russell 2000 Index

Inception Date: June 30, 2008

PHILOSOPHY

Active Approach

- Build a concentrated portfolio of well-managed businesses trading at a discount to our estimate of intrinsic value
- Utilize our experienced analyst team to internally generate all of our ideas and perform the fundamental analysis of each company
- Take a longer term view of the company with the mindset that we are buying the business, not trading the stock

Manage Risk

- On an individual stock basis, reduce risk by buying companies with a “margin of safety” trading at a discount
- On a portfolio basis, mitigate risk by emphasizing the importance of position sizing, continually attempting to optimize the risk/return profile of the portfolio

PORTFOLIO GUIDELINES

Holdings: Approximately 35-55 positions

Sector Over/Underweights: 0-2x the index sector weightings

Position weights: 5% maximum at purchase

Cash position: Typically 0% to 5%

Average Annual turnover: Typically 80% to 100%

PROCESS

Proprietary Research

- Review SEC Filings: 10-Q’s, 10-K’s, Proxies
- Evaluate industry structure and competitive dynamics
- Analyze and understand key value drivers
- Speak/meet with management teams
- ESG evaluation
- Talk to competitors/customers
- Conduct field research
- Evaluate incentive structure
- Analyze capital allocation decisions

Valuation

- Build detailed segment financial statements
- Run discounted cash flow model
- Establish probability adjusted expected return
- Support valuation with private market transactions, if available

Position Sizing

- Key component of our alpha generation

COMPOSITE PERFORMANCE



	4Q 2018	YTD	1 YEAR	3 YEAR	5 YEAR	10 YEAR	SINCE INCEPTION
Small Cap Gross of Fees	-15.30%	-7.23%	-7.23%	9.12%	4.17%	12.91%	9.85%
Small Cap Net of Fees	-15.43%	-7.86%	-7.86%	8.39%	3.50%	12.32%	9.31%
Russell 2000 Index	-20.20%	-11.01%	-11.01%	7.36%	4.41%	11.97%	8.09%

PORTFOLIO COMPOSITION

Top 10 Holdings¹	Small Cap
Gildan Activewear Inc	5.96%
Investors Bancorp Inc	4.40%
Axis Capital Holdings Ltd	4.34%
Acuity Brands Inc	4.02%
Pra Group Inc	3.54%
Armstrong World Industries Inc	3.21%
AGCO Corp	3.21%
Crane Co	2.92%
ViaSat Inc	2.89%
Horace Mann Educators Corp	2.68%

Sector Weightings²	Small Cap	Russell 2000
Communication Services	5.29%	1.57%
Consumer Discretionary	16.91%	13.81%
Consumer Staples	2.53%	2.59%
Energy	1.03%	3.88%
Financials	16.81%	21.70%
Health Care	4.72%	15.55%
Industrials	26.57%	14.97%
Materials	4.93%	4.01%
Real Estate	2.05%	3.97%
Technology	12.12%	13.88%
Utilities	0.00%	3.65%
Cash	7.05%	0.05%

STRATEGY CHARACTERISTICS³

	Small Cap	Russell 2000
Weighted Average Market Cap	\$3.49B	\$2.01B
Est 3-5 Yr EPS Growth Rate	13.43%	15.03%
Return on Equity (ROE)	11.24%	6.02%
Price/Earnings Ratio	15.57x	14.29x
Price/Book Ratio	1.55	1.80
Dividend Yield	1.20%	1.58%
Beta	0.87	1.00
Number of Holdings	50	2,032

ABOUT GREAT LAKES ADVISORS

Founded in 1981, Great Lakes Advisors is headquartered in Chicago, Illinois with an additional office in Tampa, Florida. The firm has \$8.8 billion in assets under management and advisement and offers a wide range of fixed income and equity strategies across all market capitalizations. We have deep portfolio management capabilities within ESG, Socially Responsible, Tax-Managed, and Customized account solutions. Our clients include public funds, multi-employer plans, corporations, religious communities, endowments/foundations, health care plans, and private wealth management clients.

1. Holdings are representative of a Fundamental Equity Small Cap account, are subject to change at any time and are not recommendations to buy or sell any securities.

2. Source Factset. Sector weightings are representative of a Fundamental Equity Small Cap account and are subject to change at any time.

3. Source: Factset. Characteristic data is representative of a Fundamental Equity Small Cap account and are subject to change at any time.

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. On October 1, 2013, majority owned subsidiary Advanced Investment Partners, LLC ("AIP") became fully-owned and integrated into Great Lakes. 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.

The Small Cap composite includes all discretionary portfolios managed with the Firm's small cap approach. The Firm's small cap approach employs small capitalization, principally U.S.-based or Canadian-based equities with an ability to generate an attractive cash flow return on investment. The composite is benchmarked to the Russell 2000 Index. Portfolios subject to substantial client imposed restrictions are excluded from this composite. Prior to June 30, 2012, the minimum portfolio size for inclusion in the Small Cap composite was \$250,000. After June 30, 2012, the minimum portfolio size for inclusion in the Small Cap composite is \$1,000,000. Accounts meeting the above criteria will be added to the Small Cap composite the first calendar month following their full investment in the strategy. Accounts are removed from the composite, while retaining their prior historical performance in the composite, at termination of the Firm as investment manager, when the value of the account drops below \$750,000 for a period of nine consecutive months, or when investment policy guidelines are instituted substantially restricting implementation of the small cap approach. Terminated portfolios will be removed from the Small Cap composite after the last full month of active management. Accounts within this composite do not employ leverage. The composite inception date was June 30, 2008; and the composite was created on June 30, 2012. All cash reserves and equivalents are included in returns. Returns are time weighted and include reinvestment of dividends, income and gains. The value of assets and returns is expressed in U.S. dollars. All holdings available upon request. Market commentary is available at www.greatlakesadvisors.com or upon request.

The benchmark selected for comparison of returns for the Small Cap Composite is the Russell 2000 Index, a subset of the Russell 3000[®] Index representing approximately 10% of the total market capitalization of that index, and includes approximately 2,000 of the smallest securities based on a combination of their market cap and current index membership. Index returns are provided to represent the investment environment existing during the time periods shown. For comparison purposes, each index is 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 index is not available for direct investment.

GIPS: Great Lakes Advisors, LLC claims compliance with the Global Investment Performance Standards (GIPS[®]). A complete list of firm composites and performance results, and the policies for valuing portfolios, calculating performance, and preparing GIPS compliant presentations are available upon request by calling 312-553-3700.

Great Lakes Advisors, LLC's fees are available upon request and may be found in our Form ADV Part 2A. Performance data quoted herein represents past performance. Past performance does not guarantee or indicate future results. Returns and net asset value will fluctuate. To determine if this strategy is appropriate for you, carefully consider the investment objectives, risk factors, and expenses before investing.