

**INTERNATIONAL SMALL CAP**

- Style: Small Cap
- Approach: Active; Bottom-Up
- Benchmark: MSCI World ex USA Small Cap Index
- Inception: 1/1/2015
- Strategy Assets: \$84 MM

**INVESTMENT PHILOSOPHY**

We believe that a company's ability to generate consistent, sustainable earnings growth will drive stock price performance over time. Leveraging our proprietary fundamental research process we seek to identify quality non-U.S. small cap companies trading at attractive prices, that are often under-researched or under-owned by other institutional investors, and that possess characteristics of one or more of our targeted growth categories. Applying our strong valuation discipline helps us to discern which companies have the potential to grow earnings or recognize value over the long term.

**ABOUT OUR FIRM**

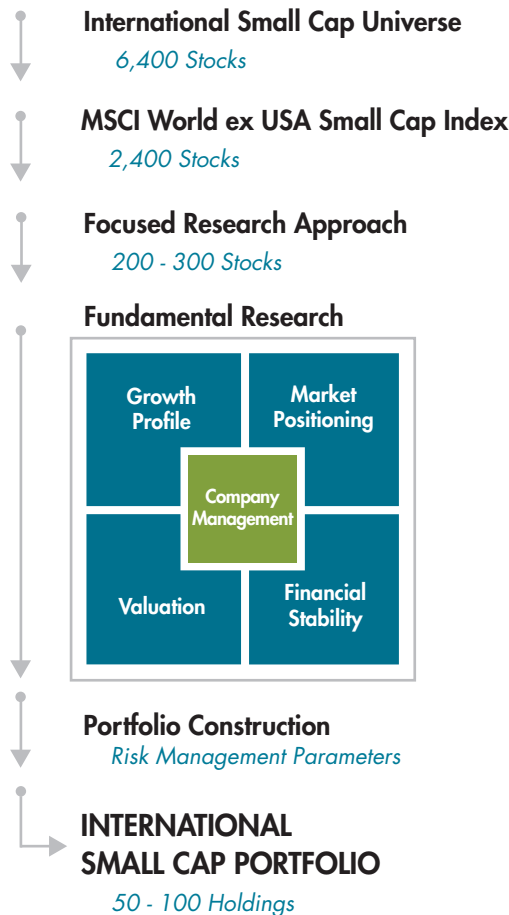
GW&K is a dynamic investment management firm that offers active equity and fixed income investment solutions to meet the needs of a diverse client base. At our core is an entrepreneurial spirit of innovation, a desire to help educate our clients and a level of service that is hard to come by. Our founding principles of applying rigorous fundamental research, focusing on quality and maintaining a long-term view still guide our investment process today.

- Founded in 1974
- \$36 Billion Under Management
- Individually Managed Accounts
- Serving Individuals and Institutions

**STRATEGY HIGHLIGHTS**

<b>INTERNATIONAL FOCUS</b>	Seek stocks meeting our growth, quality and valuation criteria, including selective investments in emerging markets
<b>PROPRIETARY FUNDAMENTAL RESEARCH</b>	Our bottom-up process seeks to discover well-managed growing businesses that are unrecognized or undervalued by the market
<b>UNIQUE OPPORTUNITIES</b>	Focus on quality companies at attractive prices that can grow earnings or recognize value over the long term

**INVESTMENT PROCESS**



**COMPANY MANAGEMENT**

- Visionary leadership, high-quality management
- Committed to long-term enhancement of shareholder value

**GROWTH PROFILE**

- Business models that deliver consistent long-term growth
- Resilient through economic cycles
- Building Blocks of Growth

**MARKET POSITIONING**

- Leading companies in attractive and defensible niche markets

**FINANCIAL STRENGTH**

- Strong financial characteristics
- Strong cash flow
- Prudent use of debt

**VALUATION**

- Attractive relative and absolute valuation

**BUILDING BLOCKS OF GROWTH**

Stable Growth	Growth at Value Prices	Contingent Growth	High Explosive Growth
40-60%	20-40%	0-30%	0-30%
Stable and visible earnings or cash flow growth with a high-quality business franchise	Under-appreciated growth potential trading at a discounted valuation	Attractive assets with possible catalysts to unlock embedded value	Potential for rapid growth utilizing a longer-term investment horizon to recognize underlying value

**INVESTMENT TEAM**

**REID GALAS, CFA**

Principal  
Portfolio Manager  
Investment Professional Since 2008  
Joined GW&K 2014  
BS, Cornell University  
MBA, University of Michigan

**KARL M. KYRISS, CFA**

Vice President  
Equity Research Analyst  
Investment Professional Since 1999  
Joined GW&K 2014  
BS, University of Scranton  
MBA, University of Michigan

**DANIEL L. MILLER, CFA**

Partner  
Director, Equities  
Investment Professional Since 1979  
Joined GW&K 2008  
BS, University of California, Berkeley  
MBA, Stanford University

7 International Equity Investment Professionals Averaging 18 Years Experience

**A DISCIPLINED APPROACH TO PORTFOLIO CONSTRUCTION**

- DIVERSIFICATION**
- By region
  - By sector
  - Across currencies
  - High active share
  - By growth profile

**MARKET CAP RANGE** At time of purchase, company will have a market cap of < \$5 billion or within the market cap range of the MSCI World ex USA Small Cap Index

**POSITION SIZE**  
Target: 1% – 3%  
Maximum: 5%

**GEOGRAPHIC REGIONS**  
Focused on developed markets  
Opportunistic investment in emerging markets of less than 20%

**SECTOR WEIGHTINGS**  
Benchmark aware; Bottom-up process drives sector allocation

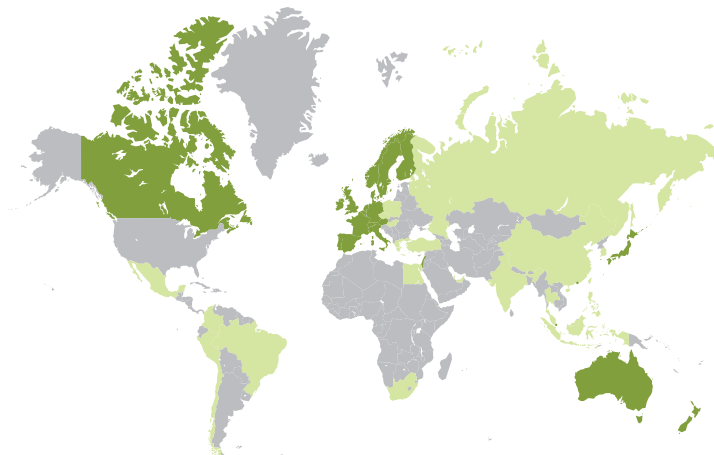
**CASH POSITION**  
Portfolios are fully invested  
Typically 0% – 5%

**CURRENCY**  
Maintain unhedged foreign currency exposure  
Exposure managed through investment process

- QUANTITATIVE RISK ANALYSIS**
- Portfolio Risk Characteristics – beta, absolute risk, tracking error
  - Fundamental factor exposure
  - Sector exposure
  - Geographic exposure
  - Stock specific risk

**INTERNATIONAL FOCUS**

We view our investment universe as including all developed markets excluding the U.S., but we may invest in companies located in emerging markets if we identify opportunities that meet our quality and risk management standards. Our objective is to build diversified portfolios that will generate attractive returns over the long run.



- DEVELOPED MARKETS**
- Australia
  - Austria
  - Belgium
  - Canada
  - Denmark
  - Finland
  - France
  - Germany
  - Hong Kong
  - Ireland
  - Israel
  - Italy
  - Japan
  - Netherlands
  - New Zealand
  - Norway
  - Portugal
  - Singapore
  - Spain
  - Sweden
  - Switzerland
  - UK
- EMERGING MARKETS**