

# SMALL CAP CORE STRATEGY

Managed Accounts

#### STRATEGY OVERVIEW

The Small Cap Core Strategy utilizes fundamental research to identify small companies that we believe have sustainable growth in niche markets. The Strategy's core approach allows for pursuit of quality companies with either growth or value oriented characteristics. The Strategy focuses on quality and seeks to hold stocks for the long term and protect returns when markets decline.

> Style: Small Cap Core

Approach: Active; Bottom UpBenchmark: Russell 2000 Index

➤ Inception: 1/1/2000

> Strategy Assets: \$2,520 MM

#### STRATEGY HIGHLIGHTS

- ➤ Research Intensive: Stock selection emphasizes well managed companies with sustainable earnings growth
- Focus on Quality: Aim to hold stocks for long term and protect returns when markets decline
- Unrestricted Opportunity Set: Core approach allows us to pursue quality companies with either growth or value-oriented characteristics

## PORTFOLIO MANAGEMENT TEAM

Daniel L. Miller, CFA
Jeffrey W. Thibault, CFA

Domestic Small Cap
Investment Professionals

Average Years Experience

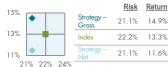
PORTFOLIO CHARACTERISTICS					
	Strategy	Index			
Return on Assets	4.8%	4.0%			
Return on Equity	8.3%	8.9%			
LT Debt/Capital	29.8%	30.5%			
Dividend Yield	1.2%	1.5%			
Historical 3 Yr. Sales Growth	10.6%	11.5%			
Estimated 3-5 Yr. EPS Growth	11.1%	9.9%			
Historical 3 Yr. EPS Growth	-1.7%	4.6%			
Historical 5 Yr. EPS Volatility	30.1%	30.1%			
Estimated PE (FY1)	21.0x	19.5x			
Wtd. Avg. Market Cap (\$MM)	\$4,806	\$3,449			
Trailing 12-Month Turnover	21.7%	_			
Number of Holdings	91	1,952			

MARKET CAP	ANALYS	1S
	Strategy	Index
< \$2 Billion	20.5%	32.5%
\$2 - \$5 Billion	41.5%	46.8%
\$5 - \$10 Billion	28.0%	18.1%
> \$10 Billion	10.0%	2.7%

PERFORMAN	CE ANALY	SIS	
5-Year Market Cap		10-Year	
	Strategy	Index	
Upside	96.3%	100.0%	Upside
Downside	79.7%	100.0%	Downs

10-Year Market C		
	Strategy	Index
Upside	96.7%	100.0%
Downside	79.3%	100.0%

## 5-Year Risk / Return





10-Year Risk / Return

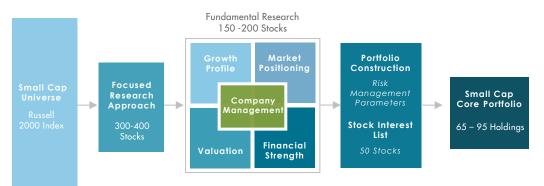
		ICIOIC	rectarii
	Strategy – Gross	19.2%	8.7%
1	Index	20.8%	6.3%
]	Strategy – Net	19.2%	5.5%
3%			

TOP TEN HOLDINGS		
	% of Portfolio	Sector
RBC Bearings, Inc.	2.1%	Industrials
Intapp, Inc.	2.0%	Information Technology
MACOM Technology Solutions Holdings, Inc.	1.8%	Information Technology
CBIZ, Inc.	1.7%	Industrials
Champion Homes, Inc.	1.7%	Consumer Discretionary
SPX Technologies, Inc.	1.7%	Industrials
STAG Industrial, Inc.	1.6%	Real Estate
Silgan Holdings Inc.	1.6%	Materials
Houlihan Lokey, Inc.	1.6%	Financials
Descartes Systems Group, Inc.	1.6%	Information Technology

SECTOR DISTRIBUTION		
	Strategy	Index
Health Care	18.7%	16.7%
Industrials	16.9%	17.6%
Financials	16.2%	19.7%
Information Technology	13.6%	12.4%
Consumer Discretionary	11.7%	9.1%
Real Estate	5.9%	6.4%
Materials	5.2%	4.0%
Energy	4.8%	5.1%
Consumer Staples	3.2%	3.2%
Utilities	2.6%	3.2%
Communication Services	0.0%	2.6%
Cash	1.1%	0.0%

Past performance is no guarantee of future results. There is a risk that invested capital may be lost. Source: Factset, Risk/return is based on historical monthly composite returns. Market capture is based on historical quarterly returns. Holdings are based on a representative account. There is no guarantee the holdings from the representative account will form part of any future implementation of the Strategy, and should not be considered a recommendation to purchase or sell any security. Please refer to page 2 for GW&K's Disclosure Statement, which is an integral part of our presentation, for an explanation of our composite criteria, calculations and index descriptions. All data as of 3/31/2025

## INVESTMENT PROCESS



## **FUNDAMENTAL RESEARCH**

## **Company Management**

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

## **Growth Profile**

- Business models that deliver consistent long-term growth
- Resilient through economic cycles

## **Market Positioning**

Leading companies in attractive and defensible niche markets

## **Financial Strength**

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

#### Valuation

 Attractive valuation metrics in relation to industry peers and own company history



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ANNUALIZED RETURNS						ng 3/31/2025
	QTD	YTD	1 Year	3 Years	5 Years	10 Years
GW&K Small Cap Core Wrap Composite – Pure Gross	-6.90%	-6.90%	1.37%	2.52%	14.91%	8.68%
Russell 2000 Index	-9.48%	-9.48%	-4.01%	0.52%	13.27%	6.30%
GW&K Small Cap Core Wrap Composite – Net	-7.60%	-7.60%	-1.59%	-0.47%	11.59%	5.52%

Returns less than one year are not annualized.

CALENDAR YEAR RETURNS  Inception Date 1/1/20							/1/2000			
	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015
GW&K Small Cap Core Wrap Composite – Pure Gross	14.64%	9.25%	-15.54%	22.94%	19.73%	32.38%	-12.87%	21.88%	18.68%	-1.85%
Russell 2000 Index	11.54%	16.93%	-20.44%	14.82%	19.96%	25.52%	-11.01%	14.65%	21.31%	-4.41%
GW&K Small Cap Core Wrap Composite – Net	11.32%	6.08%	-18.05%	19.40%	16.27%	28.60%	-15.44%	18.38%	15.26%	-4.72%

Source: FactSet

Past performance is no guarantee of future results. There is a risk that invested capital may be lost. Net of fee performance based on highest fee. All data as of date noted and is subject to change.

#### PERFORMANCE DISCLOSURE

Past performance is no guarantee of future results. There is a risk that invested capital may be lost.

The composite performance results displayed herein represent the

The composite performance results displayed herein represent the investment performance record of GW&K Investment Management, LLC. GW&K is an SEC-registered investment management firm that offers active equity and fixed income investment solutions. Founded in 1974, GW&K is an independent and autonomous investment management firm that is an affiliate of Affiliated Managers Group, Inc. (NYSE: AMG), a publicly traded global asset management company. On February 1, 2019 the investment team of Trilogy Global Advisors, LP (TGA), an AMG Affiliate located in Winter Park, FL and New York City joined GW&K Investment Management. Effective March 30, 2015, the legal name of the firm was changed from Gannett Welsh & Kotler, LLC to GW&K Investment Management, LLC.

GW&K claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS Standards. GW&K has been independently verified for the periods January 1, 1995 through December 31, 2022. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. The Small Cap Core Wrap Composite has had a performance examination for the periods July 1, 2005 through December 31, 2022. The verification and examination reports are available upon request. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

The Small Cap Core Strategy utilizes fundamental research to identify small companies that we believe have sustainable growth in niche markets. The Strategy's core approach allows for pursuit of quality companies with either growth or value oriented characteristics. The Strategy focuses on quality and seeks to hold stocks for the long term and protect returns when markets decline. Beginning July 1, 2005, the Small Cap Core Wrap Composite (composite) includes all wrap portfolios invested in the Small Cap Core Strategy with a minimum market value of \$100,000. On July 1, 2016, the Small Cap Core Wrap Composite was redefined to include wrap portfolios as well as portfolios with directed brokerage arrangements that do not pay explicit trading costs. Directed brokerage accounts which do not pay explicit trading costs were added to the composite because the trading processes of these portfolios closely resemble the trading processes of wrap portfolios. Previously, only wrap portfolios were included in this composite. Performance results fro January 1, 2000 through June 30, 2005 are those of the Small Cap Core Composite which has a minimum market value of \$250,000. The composite was created in March 2006. The Small Cap Core segments of multi-asset portfolios are included in the composite. Each segment of multi-asset portfolios is managed with its own cash account. Accounts are included in the composite after one full month under management. Closed accounts are included through the last full month under management. Inception date is January 1, 2000.

All results reflect the reinvestment of dividends and income. Performance is expressed in US dollars. Composite portfolio income may be net or gross of withholding tax depending on the accounting methodology of the custodian bank. The performance results presented may not equal the rate of return experienced by any particular GW&K portfolio due to various reasons, including differences in brokerage commissions, fees,

client contributions or withdrawals, position size in relation to account size, diversification among securities and market conditions. Additional information regarding the policies for valuing investments, calculating performance, and preparing GIPS reports, as well as a complete list and description of the firm's composities and pooled funds is available upon request by contacting info@gwkinvest.com.

The three-year annualized standard deviation measures the variability of

The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. Gross returns are used for the composite calculation. The standard deviation measure is presented annually, for periods where 36 monthly returns are available.

The firm uses an asset-weighted standard deviation calculation to measure dispersion, which is reported on a yearly basis. Dispersion is used to measure the volatility of gross portfolio returns within the composite. Only portfolios that have been included in the composite for the full year are included in the dispersion calculation. Where dispersion is listed as N/A, the information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year. Net performance was calculated based on an annual wrap fee of 3.00%, applied monthly. This represents the highest annual wrap fee among sponsors who have accounts included in the composite. Investment advisory fees may vary. The total wrap fee charged to the client is determined by the wrap sponsor. The wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. More information is available directly from the wrap sponsor. "Pure" gross returns from January 1, 2000 through June 30, 2005 reflect the deduction of trading costs. Beginning July 1, 2005, "pure" gross-of-fees returns do not reflect the deduction of any expenses, including trading costs. "Pure" gross-of-fees returns are supplemental to the net returns. The performance shown is compared to the Russell 2000 Index. The Russell 2000 Index is a market weighted small capitalization index composed of the 2,000 smallest companies in the Russell 3000 Index (3,000 companies representing approximately 98% of the US equity market capitalization). Indexes are not subject to fees and expenses typically associated with managed accounts or investment funds Investments cannot be made directly in an index. Index data has been obtained from third-party data providers that GW&K believes to be reliable, but GW&K does not guarantee its accuracy, completeness or timeliness. Third-party data providers make no warranties or representations relating to the accuracy, completeness or timeliness of the data they provide and are not liable for any damages relating to this data. The third-party data may not be further redistributed or used without the relevant third-party's consent. Sources for index data include Bloomberg, FactSet, ICE, FTSE Russell, MSCI, and Standard & Poor's Investing in securities or investment strategies, including GW&K's Investment Strategies presented in this document, involves risk of loss that clients should be prepared to bear. No investment process is free of risk; no strategy or risk management technique can guarantee returns or eliminate risk in any market environment. There is no guarantee that GW&K's investment processes will be profitable, and you therefore may lose money. The value of investments, as well as any investment income, is not guaranteed and can fluctuate based on market conditions Diversification does not assure a profit or protect against loss. GW&K's active management styles include equity and fixed income strategies that are subject to various risks, including those described in GW&K's Form ADV Part 2A, Item 8. GW&K's Form ADV Part 2A may be found at the SEC's website under Firm 121942, or is available from GW&K upon request.

3-YEAR	STANDARD DEVIATION	
Year	GW&K Small Cap Core Wrap Composite (%)	Russell 2000 Index (%)
2024	21.69	23.30
2023	20.06	21.11
2022	24.53	26.02
2021	21.75	23.35
2020	23.53	25.27
2019	14.49	15.71
2018	13.88	15.79
2017	11.62	13.91
2016	13.52	15.76
2015	12.73	13.96

COMPOSITE STATISTICS							
Year	Number of Portfolios	Internal Dispersion (%)	Total Composite Assets (\$000s)	Total Firm Assets (\$000s)			
2024	613	0.50	\$607,157	\$52,933,747			
2023	602	0.19	\$638,540	\$50,695,321			
2022	681	0.22	\$666,932	\$46,803,858			
2021	807	0.28	\$844,361	\$54,720,660			
2020	888	0.83	\$762,758	\$51,431,909			
2019	849	0.26	\$690,011	\$42,154,892			
2018	763	0.22	\$503,880	\$34,395,747			
2017	1,040	0.23	\$740,762	\$36,503,378			
2016	1,198	0.32	\$792,918	\$32,193,721			
2015	1,724	0.24	\$829,850	\$26,646,814			