



# SMALL CAP CORE STRATEGY

## 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 Up
- ▶ **Benchmark:** Russell 2000 Index
- ▶ **Inception:** 1/1/2000
- ▶ **Strategy Assets:** \$2,698 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

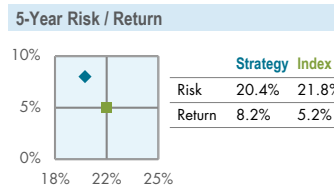
## PORTFOLIO MANAGEMENT TEAM

**Daniel L. Miller, CFA** | 11 Domestic Small Cap Investment Professionals  
**Jeffrey W. Thibault, CFA** | 23 Average Years Experience

PORTFOLIO CHARACTERISTICS		
	Strategy	Index
Return on Assets	5.4%	3.2%
Return on Equity	11.0%	9.1%
LT Debt/Capital	33.8%	32.4%
Dividend Yield	1.1%	1.4%
Historical 3 Yr. Sales Growth	9.3%	6.2%
Estimated 3-5 Yr. EPS Growth	15.0%	13.4%
Historical 3 Yr. EPS Growth	7.6%	9.5%
Historical 5 Yr. EPS Volatility	22.3%	27.5%
Estimated PE (FY1)	17.7x	18.8x
Wtd. Avg. Market Cap (\$MM)	\$3,848	\$2,524
Trailing 12-Month Turnover	16.4%	-
Number of Holdings	87	1,990

MARKET CAP ANALYSIS		
	Strategy	Index
< \$2 Billion	21.4%	43.2%
\$2 - \$5 Billion	43.2%	49.8%
\$5 - \$10 Billion	35.4%	6.6%
> \$10 Billion	0.0%	0.4%

PERFORMANCE ANALYSIS					
5-Year Market Capture Ratios			10-Year Market Capture Ratios		
	Strategy	Index		Strategy	Index
Upside	97.0%	100.0%	Upside	98.5%	100.0%
Downside	82.6%	100.0%	Downside	78.5%	100.0%

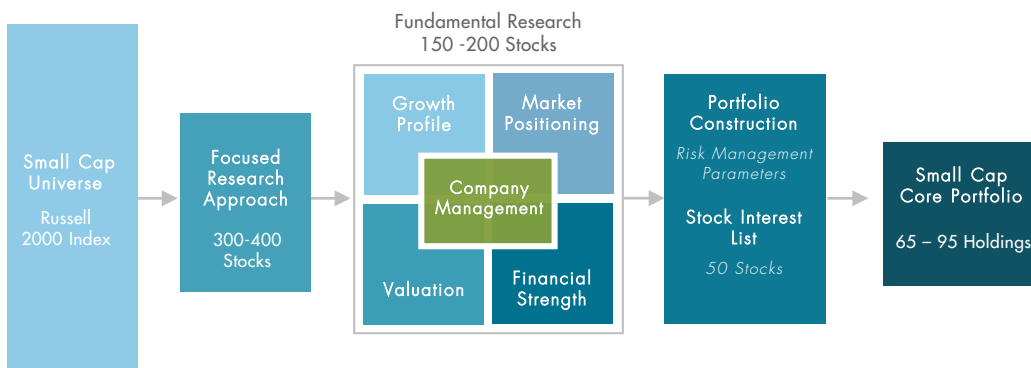


TOP TEN HOLDINGS		
	% of Portfolio	Sector
Halozyme Therapeutics, Inc.	2.2%	Health Care
Performance Food Group	2.1%	Consumer Staples
SPX Corporation	1.8%	Industrials
Magnolia Oil & Gas Corp.	1.8%	Energy
Matador Resources Company	1.8%	Energy
RBC Bearings Incorporated	1.8%	Industrials
Seacoast Banking Corporation of Florida	1.7%	Financials
Ritchie Bros. Auctioneers, Inc.	1.7%	Industrials
Avient Corporation	1.6%	Materials
Texas Roadhouse, Inc.	1.6%	Consumer Discretionary

SECTOR DISTRIBUTION		
	Strategy	Index
Health Care	21.3%	16.9%
Financials	16.4%	17.1%
Industrials	15.0%	15.0%
Consumer Discretionary	12.2%	10.0%
Information Technology	11.9%	13.8%
Materials	5.0%	4.1%
Real Estate	4.8%	7.3%
Energy	4.5%	5.6%
Consumer Staples	3.5%	3.8%
Utilities	2.8%	3.6%
Communication Services	0.0%	2.8%
Cash	2.7%	0.0%

Past performance is no guarantee of future results. There is a risk that invested capital may be lost. Source: Factset. Risk/return based on historical gross monthly composite returns. Market capture based on historical gross quarterly returns. Holdings based on a representative account. There is no guarantee they will form part of any future implementation of the Strategy, and should not be considered a recommendation. 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 6/30/2022

## INVESTMENT PROCESS



## FUNDAMENTAL RESEARCH

- 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
- 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



# SMALL CAP CORE STRATEGY

## ANNUALIZED RETURNS

Period Ending 6/30/2022

	QTD	YTD	1 Year	3 Years	5 Years	10 Years
GW&K Small Cap Core Composite – Gross	-12.96%	-20.46%	-16.96%	8.73%	8.20%	11.89%
Russell 2000 Index	-17.20%	-23.43%	-25.20%	4.21%	5.17%	9.35%
GW&K Small Cap Core Composite – Net	-13.18%	-20.88%	-17.80%	7.66%	7.14%	10.79%

Returns less than one year are not annualized.

## CALENDAR YEAR RETURNS

Inception Date 1/1/2000

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
GW&K Small Cap Core Composite – Gross	22.55%	19.51%	32.28%	-12.90%	21.88%	18.71%	-1.83%	3.04%	44.67%	15.94%
Russell 2000 Index	14.82%	19.96%	25.52%	-11.01%	14.65%	21.31%	-4.41%	4.89%	38.82%	16.35%
GW&K Small Cap Core Composite – Net	21.35%	18.34%	30.99%	-13.78%	20.70%	17.55%	-2.81%	2.03%	43.28%	14.80%

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 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, 2020. 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 Composite has had a performance examination for the periods January 1, 2000 through December 31, 2020. 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. The Small Cap Core Composite (composite) includes all portfolios invested in the Small Cap Core Strategy with a minimum market value of \$250,000. The composite was created on September 30, 2000. On July 1, 2016, the composite was redefined to exclude portfolios with directed brokerage arrangements that do not pay explicit trading costs. These accounts were removed from the composite because their trading processes more closely resemble the trading processes of wrap portfolios. 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, and factor in commission costs. Performance is expressed in U.S. 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 composites and pooled funds is available upon request by contacting [info@gwkinvest.com](mailto:info@gwkinvest.com).

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. To account for advisory fees, net performance results reflect the deduction of the maximum fee (1.00% annually, applied monthly) GW&K Investment Management would charge for managing separate accounts in this strategy. The management fee schedule and total expense ratio for the GW&K Small Cap Core Collective Investment Trust, which is included in the composite, are 0.75% on all assets.

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 U.S. 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 ([www.bloomberg.com](http://www.bloomberg.com)), FactSet ([www.factset.com](http://www.factset.com)), ICE ([www.theice.com](http://www.theice.com)), FTSE Russell ([www.ftserussell.com](http://www.ftserussell.com)), MSCI ([www.msci.com](http://www.msci.com)) and Standard & Poor's ([www.standardandpoors.com](http://www.standardandpoors.com)). 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 <https://adviserinfo.sec.gov/Firm/121942> or is available from GW&K upon request.

## 3-YEAR STANDARD DEVIATION

Year	GW&K Small Cap Core Composite (%)	Russell 2000 Index (%)
2021	21.74	23.35
2020	23.51	25.27
2019	14.51	15.71
2018	13.92	15.79
2017	11.73	13.91
2016	13.65	15.76
2015	12.86	13.96
2014	11.46	13.12
2013	13.87	16.45
2012	17.73	20.20

## COMPOSITE STATISTICS

Year	Number of Portfolios	Internal Dispersion (%)	Total Composite Assets (\$000s)	Total Firm Assets (\$000s)
2021	140	0.60	\$1,759,179	\$54,720,660
2020	137	0.37	\$1,340,440	\$51,431,909
2019	102	0.18	\$1,025,395	\$42,154,892
2018	80	0.20	\$453,510	\$34,395,747
2017	100	0.23	\$595,805	\$36,503,378
2016	92	0.20	\$937,336	\$32,193,721
2015	128	0.20	\$1,035,951	\$26,646,814
2014	129	0.22	\$924,627	\$22,823,427
2013	142	0.36	\$848,808	\$18,994,569
2012	85	0.19	\$314,982	\$17,059,751