

DATE: 11/12/2024 TIME: 9:00 a.m. LOCATION: Executive Boardroom

COMMITTEE MEMBERS: Joseph Peychaud, Chair | Chadrick Kennedy | Tyler Antrup |

| Maurice Sholas, M.D., Ph.D. | Councilmember Freddie King III | Mubashir Maqbool | Jackie Shine | Dexter Joseph | Rebecca Johnsey

# **SPECIAL PENSION MEETING AGENDA**

# **PUBLIC MEETING**

All meetings are open to the public, and we encourage your attendance. Those interested can join in person or virtually. Join In-Person: Executive Board Room, Second Floor

625 St. Joseph St., New Orleans, LA 70165

#### Join Virtually: https://www.swbno.org/BoardMeetings

E-Public comments will be accepted via <u>https://www.swbno.org/BoardMeetings</u>. All e-public comments must be received at least 2 hours prior to the meeting. Comments will be read verbatim into the record.

# I. Roll Call

## **II.** Presentation Items

- A. Introduction of New Committee Member
- B. Introduction of Asset Manager Candidate Presentations Kweku Obed Marquette & Associates, Inc.
- C. Core Plus Managers
  - i. Loop: Scott Kimball, CFA (Chief Investment Officer) and Jackson Smith (Senior Vice President),
  - ii. Ramirez: Louis Sarno (Managing Director, Portfolio Manager) and James Haddon (Managing Director, Head of Marketing and Client Service)
- D. Mid Cap Manager
  - i. Madison: Haruki Toyama (Portfolio Manager) and Tom Nolte (Director, Institutional Business)

Earnest: Jeffrey Jackson (Director) and Chris Hovis, CFA (Partner)

#### Break 11:00 - 11:15 AM



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- E. Small Cap Equity Managers
  - i. Mesirow: Leo Harmon, CFA, CAIA (Chief Investment Officer, Portfolio Manager), Eugene Duffy (Managing Director, Global Investment Management Distribution) and Michael L. Nairne (Senior Advisor, Global Investment Management Distribution),
  - ii. Channing
- F. Emerging Markets Managers
  - i. GQG: Thomas Hoerner (Senior Director, Business Development),
  - ii. Causeway
- G. International Small Cap Managers
  - i. SGA: Cherie Badri (Senior Portfolio Manager and Director of Fundamental Research) and Lelia Kennedy (Marketing Associate),
  - ii. TS&W: Brandon Harrell, CFA (Portfolio Manager) and Tracey Ivey, CFA (Director of Consultant Relations)

# **III.** Information Item

A. October 2024 Executive Summary and Supplemental Investment Report - Marquette & Associates, Inc.

# IV. Public Comment

# V. Adjournment

## Presentation to Sewerage and Water Board of New Orleans

Loop Capital Asset Management

1001 Brickell Bay Dr. Suite 2100 Miami, Florida 33131

Loopcapital.com\LCAM

Presenters: Scott Kimball, Managing Director, Chief Investment Officer Jackson Smith, Senior Vice President

November 12, 2024



# Presenters



## Scott M. Kimball, CFA<sup>®</sup>

#### Managing Director, Chief Investment Officer

Scott serves as the Chief Investment Officer for LCAM, reporting directly to the CEO of Loop Capital. In this role, he oversees the strategic management of LCAM and the implementation of the team's collaborative investment process. Emphasizing a team-based approach, he and the portfolio managers implement protocol for portfolio construction and risk budgeting of client accounts. He joined LCAM in 2007 and served as a research analyst prior to joining the portfolio management team in 2011 and has since served a as member of the team's management and investment committees. Scott previously held positions at Merrill Lynch and other boutique investment firms, beginning his career in the investment industry in 2003. He earned his bachelor's degree in international business from Stetson University and holds an M.B.A. from the University of Miami. He is a CFA<sup>®</sup> charterholder. Additionally, Scott frequently appears on CNBC and Bloomberg Television as well as being a regularly featured source for The Wall Street Journal and Barron's.



### **Jackson Smith**

#### Senior Vice President

Jackson is a Senior Vice President at Loop Capital Asset Management. Jackson is a product specialist responsible for business development and managing relations with clients and consultants. Prior to joining LCAM 2022, Jackson served as Senior Vice President and Head of Marketing and Client Services at Smith Graham, & Co. Prior to Smith Graham Jackson worked as an Analyst for the Corporate and Investment Banking Group at KeyBanc Capital Markets. Before joining KeyBanc, Jackson began his career with Amegy Bank as a Private Banking Officer. Jackson began his career experience in the financial services industry in 2013. Jackson received his BBA in Finance from the University of Miami – Coral Gables and his MBA from New York University Stern School of Business.

# Overview of Loop Capital

#### **Firm Overview**

- Loop Capital is a full-service investment bank, brokerage and advisory firm that provides creative capital solutions for corporate, governmental, and institutional entities across the globe.
- Loop Capital and its affiliates serve clients in asset management, corporate and public finance, financial advisory services, taxable, tax exempt and global equity sales, trading and research, analytical services and financial consulting services.
- Starting with a team of six in 1997, Loop Capital has grown into a global financial services firm with nearly 300 professionals.
- The Firm has established itself as a nationwide leader in the municipal finance industry with extensive experience serving the largest and most complex issuers throughout the country.
  - Since inception, the Firm has senior managed over \$60 billion in financings and participated in more than \$1.5 trillion of transactions for issuers in 49 states, as well as the District of Columbia and Puerto Rico.<sup>(1)</sup>

#### Local Presence with a Global Reach



#### Since Inception in 1997, Our Growth Has Been Fueled by a Deep Commitment to Client Service<sup>1</sup>

| 1997                    | 1998           | 2003                     | 2004                   | 2007                  | 200 | 08 201                    | 3 2015                               | 2016                             | 2021               |             |
|-------------------------|----------------|--------------------------|------------------------|-----------------------|-----|---------------------------|--------------------------------------|----------------------------------|--------------------|-------------|
| Muni Sales<br>& Trading | Public Finance | Transition<br>Management | Short-Term<br>Products | Infrastru<br>Advisory |     | Mergers &<br>Acquisitions | Financial<br>Consulting <sup>2</sup> | Asset<br>Management <sup>1</sup> | Equity<br>Research | Derivatives |
|                         | Taxable Sales  |                          | I                      | I                     |     | I                         | I                                    | I                                |                    | I           |
| Equity Sales            | & Trading      |                          |                        |                       |     |                           |                                      |                                  |                    |             |
| & Trading               |                |                          |                        |                       |     |                           |                                      |                                  |                    |             |
|                         | Corporate      |                          |                        |                       |     |                           |                                      |                                  |                    |             |
|                         | Finance        |                          |                        |                       |     |                           |                                      |                                  |                    |             |
|                         |                |                          |                        |                       |     |                           |                                      |                                  |                    |             |

(1) Services provided by Loop Capital Financial Consulting Services LLC and Loop Capital Asset Management LLC, respectively, affiliates of Loop Capital Markets LLC; all other referenced services provided by Loop Capital Markets LLC



- Of these transactions, Loop Capital Markets has **senior managed approximately \$591 million** in total par amount for issuers in the State including the City of New Orleans, City of Shreveport, and the Parish of East Baton Rouge

#### **Recent Senior and Co-Senior Manager Financings**



Source: SDC as of August 2024





In 2024, Vault ranked Loop Capital #1 for "Best Banking Firms for Diversity" for the fourth consecutive year.

– Now in its 25<sup>th</sup> year, Loop Capital conducts an intensive 10-week internship program that exposes college students to the financial services industry and the various divisions in which we conduct business.

Our program has been recognized for its diversity, with consistently more than 75% of the interns being young persons of color.

whose mission is to increase the representation of Latinos and African Americans, at all levels, within the Chicago area financial services industry as well as improving the overall cultural competency with the Chicago area financial services industry.

- <u>National Association of Securities Professionals (NASP)</u>, the premier organization that assists people of color and women achieve inclusion in the financial services industry.
- Association of Asian American Investment Managers, a non-profit organization dedicated to increasing diversity and inclusion in the investment management industry.
- <u>The Robert Toigo Foundation</u> whose mission is building more diverse organizations through the inclusion of underrepresented talent.

#### Capital regularly selects qualified minority and woman owned businesses as vendors

and partners to support our business.

 Minority and woman owned businesses used as vendors and/or business partners by the Firm include, but are not limited to, attorneys, insurance and real estate brokers, architects, consultants and photographers.

# Loop Capital Asset Management - Fixed Income

#### Overview

- Leadership & Portfolio Management team averages 18 years experience and 10 years tenure with the firm; supported by deep and diverse team.
- Team-based approach managing across the maturity/duration and credit quality spectrum with expertise in the government, securitized and credit sectors.
- 10+ year relationships with some of the largest and most prominent public and corporate plans.

#### Products



- 1. Multi-dimensional alpha: a diversified set of alpha sources drive returns, helping to create a differentiated return profile and successful track record across multiple market environments.
- 2. High Conviction: an active approach focused on investments we believe are most likely to add value for clients.
- 3. Strict relative value discipline: we invest in securities where we observe sectors or securities offer attractive risk-adjusted returns; nimble implementation designed to capture market dislocations and opportunities others may overlook.
- 4. Commitment to partner with clients: top tier client service with direct access to senior investment personnel and key decision makers; we tailor strategies to client needs.



### Public

- Florida State Board of Administration
- Illinois Municipal Retirement Fund
- Teachers' Retirement System of the State of Illinois
- New York City Police Retirement System
- Police & Fire Retirement System of Detroit
- Houston Municipal Employees Pension System
- Tampa General Employees' Retirement Fund
- Village of Winnetka
- City of Miramar Consolidated Retirement Plan
- Park Employees' Annuity and Benefits Fund of Chicago
- New York State Deferred Compensation
- St. Louis Treasurer

## Corporate

- American Orthodontics
- Eli Lilly and Company
- Mastercard, Inc
- Ryder System, Inc
- United Airlines, Inc

## **Official Institutions**

- Federal Reserve Employee Benefits System
- Nigeria Sovereign Investment Authority

## Healthcare

- Memorial Healthcare System
- Public Health Trust of Miami-Dade County

## Foundations

- MacArthur Foundation
- Robert Wood Johnson Foundation
- The Barack Obama Foundation
- The Rockefeller Foundation

## **Higher Education**

- Indiana University
- Texas Southern University Endowment
- The University of Alabama System
- University of Houston System Endowment
- University of Illinois
- Florida International University
- Miami-Dade College
- UWM Foundation

### Insurance

- California Wildfire Fund
- Maryland Auto Insured and Uninsured
- State Insurance Fund Corporation

## **Taft Hartley**

- Laborers' District Council Construction Industry Pension Fund
- Joint Industry Board of the Electrical Industry
- Rhode Island Laborers Annuity Fund
- U.A. Local 322 Health and Welfare Fund
- Local 103 Joint Apprentice and Training Committee
- Local 3 General Funds
- SEIU Pension Plans Master Trust



\*Selected clients were not selected by performance criteria and the firm has received consent to list their names in a representative client list or the information is publically available. The listed clients do not approve or disapprove of Loop Capital Asset Management – TCH, LLC for its services.

# Loop Capital Asset Management Investment Team & Leadership



years of average industry experience





63% professionals from diverse backgrounds





Adam Phillips, CFA® Managing Director BA 20 yrs. Industry / 10 yrs. LCAM



Timothy Alt, CFA<sup>®</sup>, CMT Managing Director BA 18 yrs. Industry / 5 yrs. LCAM

George Liu Senior Vice President BS 16 yrs. Industry / 9 yrs. LCAM

Adam Eccles

Vice President

Vice President

MSF

BBA









Joseph Magazine Vice President ΒA

14 yrs. Industry / 9 yrs. LCAM

20 yrs. Industry / 5 yrs. LCAM

Andre Villarreal. CFA®



18 yrs. Industry / 8 yrs. LCAM Khalfani King

Associate BBA 6 yrs. Industry / 3 yrs. LCAM



Scott Kimball, CFA® Managing Director, Chief Investment Officer MBA 21 yrs. Industry / 17 yrs. LCAM



Frank Reda, CMT Managing Director MS 23 yrs. Industry / 23 yrs. LCAM



Ronald Salinas, CFA® Senior Vice President MBA 20 yrs. Industry / 20 yrs. LCAM



Jackson Smith Senior Vice President MBA 11 yrs. Industry / 2 yrs. LCAM



Josu Elejabarrieta Senior Vice President MS 21 yrs. Industry / 5 yrs. LCAM



Julie Kwock Vice President MBA, MS 18 yrs. Industry / 18 yrs. LCAM





MBA 13 yrs. Industry / 4 yrs. LCAM



Daniesha Dawes

Associate

We believe fixed income markets are systemically inefficient and the most effective way to capture those inefficiencies is by leveraging a diversified set of alpha sources.

Approach to alpha generation:

- sector & quality allocation
- security selection strategies
- yield curve construction



# **Investment Process**

OOP CAPITAL



- Adaptable process seeks to deliver value at the cross-section of top-down and bottom-up disciplines
- Disciplined, long-term focused investing that seeks to ensure consistent returns over time
- Integrated, cross-functional approach to risk management

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# **Outlook Summary**

| Investment Dashboard       | k            |          |         |        |                |
|----------------------------|--------------|----------|---------|--------|----------------|
| As at September 30, 2024   |              | Кеу      | Current | Prior  |                |
|                            |              | ı        |         |        |                |
| Factors                    | Negative     | _        | +/-     | /<br>+ | Positive<br>++ |
| Factors                    | Policy       | _        |         | т      | TT             |
| Fiscal & Political Climate |              |          |         |        |                |
| Monetary Policy            |              |          |         | •      |                |
| U.S. Dollar                |              |          |         | •      |                |
| Yield Curve                |              |          |         | •      |                |
| Volatility                 |              |          |         | •      |                |
|                            | Growth       |          |         |        |                |
| Aggregate                  |              |          | ٠       |        |                |
| U.S. Housing               |              | ٠        |         |        |                |
| Copper                     |              |          | •       |        |                |
|                            | Inflatior    | ı        |         |        |                |
| Aggregate                  |              |          | •       |        |                |
| Wages                      |              |          | ٠       |        |                |
| Crude Oil                  |              |          |         | •      |                |
| Funda                      | mentals & Ma | arket Tr | end     |        |                |
| Credit Spreads             |              |          | •       |        |                |
| Market Trend               |              |          |         | •      |                |
| Corporate Fundamentals     |              |          |         |        |                |
|                            | ntiment & Te | chnicals | 3       |        |                |
| Sentiment                  |              |          |         |        |                |
| S&P 500 Overall            |              |          | •       |        |                |
| Bond Fund Flows            |              |          |         |        |                |

\*Sources: Bloomberg, Philadelphia Federal Reserve, VoteView, Matteoiacoviellio.com

\*\*Scores represent the factor's implication for market risk based on aggregated level, trend, & momentum inputs

# **Deep Dive Fundamentals:**

| BUSINESS FUNDAMENTALS       Total     Scale     Diversification     Market Share/Brand Strength       Current Forward Current Score Forward Score     Current Score Forward Score     Current Score     Forward Score     Current Score     Current Score     Tory and Score     Current Score     Current Score     Forward Score     Current Score     Forward Score     Current Score     Tory anarket sh 0.5     Moderat       XYZ Corp     0.38     0.50     58,752     2.00     64,159     2.00     Mostly a regiona     0.0     Expect them to to 0.0     Generally top 3     0.5     Top 3 market sh 0.5     Moderat  |   |                                    |                   |                    |                   |                   |  |      |       |       |  |
|---|---|------------------------------------|-------------------|--------------------|-------------------|-------------------|--|------|-------|-------|--|
| SECTOR FUNDAMENTALS       Total     Sector Outlook     Regulation     ation, Technology, Network Quality, Product B       Current     Socre     Forward     Score     Current     Score     Forward     Score     For   |   | Score Sector<br>Current Fe<br>-0.3 |                   |                    |                   |                   |  |      |       |       |  |
| Cyclicality Cyclicality   Current Score   XYZ Corp Relatively   1.5 Relatively  |   |                                    |                   |                    |                   |                   |  |      |       |       |  |
| OPERATING PERFORMANCE     Total     Growth     EBITDA Margin     Return on Capital     Score       Current Forward     Current Score     Forward Score     Current     Score     Forward Score     Current     Score     Forward Score     Current     Score     Forward Score     Current     Score     Forward Score     Current     Score     Forward Score     Current     Score     Forward Score     Current     Score     Forward Score     Current     Score     Forward Score     Current     Score     Forward Score     Current     Score <th colspan="5" cure<="" th=""><th></th><th></th><th>LCAM</th><th>CORPO</th><th>ORATE</th><th></th></th> | <th></th> <th></th> <th>LCAM</th> <th>CORPO</th> <th>ORATE</th> <th></th> |                                    |                   |                    |                   |                   |  | LCAM | CORPO | ORATE |  |
| MANAGEMENT, STRATEGY & OWNERSHIP  |   |                                    |                   |                    |                   |                   |  |      |       |       |  |
| Management, Strategy, Ownership   |   | 20404                              | 20204             | XYZ Corp           | 20225             | 20225             |  |      |       |       |  |
| Current Score Forward Score   | Deveenues   | 2019A<br>51,336                    | 2020A<br>51,533   | 2021A<br>58,752    | 2022E<br>61,396   | 2023E<br>64,159   |  |      |       |       |  |
| XYZ Corp Tenured n 1.5 Tenured n 1.5  | Revenues<br>Revenue growth  | 10.0%                              | 0.4%              | 14.0%              | 4.5%              | 4.5%              |  |      |       |       |  |
|   | EBITDA margin   | 18.1%                              | 18.4%             | 20.3%              | 18.4%             | 18.4%             |  |      |       |       |  |
| FSG   | Return on Capital   | 21.0%                              | 22.6%             | 33.9%              | 23.7%             | 23.7%             |  |      |       |       |  |
| ESG   | CFO/EBITDA  | 81.8%                              | 97.4%             | 75.0%              | 71.5%             | 73.9%             |  |      |       |       |  |
| Current Score Forward Score   | EBITDA/Interest   | 5.09                               | 5.98              | 7.63               | 6.10              | 6.46              |  |      |       |       |  |
| XYZ Corp Scores w 1.5 Expect cc 1.5   | FFO/Revenues  | 12.3%                              | 8.5%              | 10.7%              | 13.2%             | 13.4%             |  |      |       |       |  |
|   | (CFO-Capex)/EBITDA  | 37.1%                              | 67.5%             | 45.0%              | 31.8%             | 34.2%             |  |      |       |       |  |
| CAPILET OW CENERATION   | FCF/EBITDA  | 31.1%                              | 65.9%             | 39.8%              | 27.6%             | 29.9%             |  |      |       |       |  |
|   | FCF/Revenues<br>TD/EBITDA   | 5.6%<br>3.68                       | 12.1%<br>3.51     | 8.1%<br>2.86       | 5.1%<br>2.89      | 5.5%              |  |      |       |       |  |
|   | FFO/TD  | 3.66                               | 13.2%             | 2.00               | 2.09              | 2.75              |  |      |       |       |  |
|   | FCF/ND  | 8.6%                               | 19.0%             | 14.2%              | 9.7%              | 11.1%             |  |      |       |       |  |
|   | ND/EBITDA   | 3.61                               | 3.46              | 2.81               | 2.84              | 2.69              |  |      |       |       |  |
|   | Upcoming maturities   |                                    |                   |                    | 82.0              | 83.0              |  |      |       |       |  |
| The factors in our scoring methodology are driven by a mix of   |   | 2019A                              | 2020A             | 2021A              | 2022E             | 2023E             |  |      |       |       |  |
| both qualitative and quantitative metrics evaluated by our  | INCOME STATEMENT  | 51 000 0                           | 54 500 0          | 50 750 0           | 01 005 0          | A4 150 7          |  |      |       |       |  |
| bour quantative and quantitative metrics evaluated by our   | Revenues<br>% growth  | 51,336.0<br>9.98%                  | 51,533.0<br>0.38% | 58,752.0<br>14.01% | 61,395.8<br>4.50% | 64,158.7<br>4.50% |  |      |       |       |  |
| received to an  | Gross Profit  | 19,295                             | 22,384            | 26,711             | 22.900.6          | 23.931.2          |  |      |       |       |  |
| research team.  | Gross margin  | 37.6%                              | 43.4%             | 45.5%              | 37,30%            | 37.30%            |  |      |       |       |  |
|   | Pre Adj EBITDA  | 9,664.0                            | 9,735.0           | 14,252.0           | 11,910.79         | 12,446.78         |  |      |       |       |  |
|   | % growth  | 3.16%                              | 0.73%             | 46.40%             | -16.43%           | 4.50%             |  |      |       |       |  |
| Analysts maintain financial models for each issuer which drive  | EBITDA margin   | 18.82%                             | 18.89%            | 24.26%             | 19.40%            | 19.40%            |  |      |       |       |  |
| •   | Exceptionals  | (373.0)                            | (257.0)           | (2,299.0)          | -630.0            | -650.0            |  |      |       |       |  |
| the quantitative factors in our scoring methodology.  | Adj EBITDA  | 9,291.0                            | 9,478.0           | 11,953.0<br>20.34% | 11,280.8          | 11,796.8          |  |      |       |       |  |
| the quantitative factors in our scoring methodology.  | Adj EBITDA margin<br>Depreciation & Amortization                          | 18.10%<br>2.596.0                  | 18.39%<br>2.721.0 | 2.853.0            | 18.37%<br>2.916.3 | 18.39%<br>3.047.5 |  |      |       |       |  |
|   | % of sales  | 2,596.0                            | 5.28%             | 2,053.0            | 4,75%             | 4.75%             |  |      |       |       |  |
|   | Adj EBIT  | 7,068.0                            | 7,014.0           | 11,399.0           | 8,364.5           | 8.749.2           |  |      |       |       |  |
|   | Adj EBIT margin   | 13.77%                             | 13.61%            | 19.40%             | 13.62%            | 13.64%            |  |      |       |       |  |
|   | Adi Net Interest expense  | 1.824.0                            | 1.584.0           | 1.566.0            | 1.850.0           | 1.825.0           |  |      |       |       |  |

For illustrative purposes only. Charts above do not depict actual results. Future investment performance cannot be guaranteed.



# **Communication:**

LOOP CAPITAL

Research process and idea recommendation communication supported by broad suite of individual and team deliverables such ٠ as earnings reports, sector outlooks, and new issue updates.



For illustrative purposes only. Charts above do not depict actual results. Future investment performance cannot be guaranteed.



Windows, doors & millwork

Net sales

Specialty building products & services

1.011.572

989,617

736.156

807,40 \$ 5,681,131 \$ 4,173,775

# Risk Management Framework

## Integrated approach to risk management encompasses all investment and business functions.



### **Risk systems:**

- BondEdge: third-party portfolio management, risk management and attribution system
- Bloomberg PORT: decompose risk, analyze positioning and simulate investment strategies
- Bloomberg AIM: third-party order management and pre-trade compliance system

# Risk appetite remains in neutral territory

# **Risk Premium Index**



## **Risk Premium History**



Source: Bloomberg, LCAM

# LCAM Core Plus Fixed Income Characteristics

### Strategy

Our core plus strategy is designed to deliver broad fixed income market exposure with a higher income and total return profile than the benchmark through use of a broader opportunity set of fixed income securities and sectors. We seek to outperform benchmark returns through our active portfolio decisions over full market cycles.

The LCAM Core Plus Fixed Income Strategy generally invests in liquid segments of the U.S. bond market, including: US Governments and Agencies, corporate bonds, mortgage and asset-backed securities (ABS) as well as 'plus sectors', including: high yield, emerging market debt, securitized credit and other non-benchmark fixed income instruments.

Our portfolios will typically hold between 100-250 securities depending on the size of the account, while maintaining duration within a narrow range of benchmark duration.

LCAM strategies are tailored to each clients' investment goals and objectives.

| Strategy AUM:   | \$3.8 Billion                       |
|-----------------|-------------------------------------|
| Inception date: | January 1, 2007                     |
| Benchmark:      | Bloomberg U.S. Aggregate Bond Index |

#### **Key Characteristics**

|                    | Strategy | Benchmark |
|--------------------|----------|-----------|
| Yield to Worst     | 5.1%     | 4.2%      |
| Coupon             | 4.4%     | 3.4%      |
| Maturity           | 9.2 yrs  | 8.3 yrs   |
| Average Quality    | A1       | Aa2       |
| Effective Duration | 6.1 yrs  | 6.1 yrs   |
|                    |          |           |

Investments cannot be made in an index.



#### **Portfolio Allocation**

| Sector                     | Strategy | Benchmark |
|----------------------------|----------|-----------|
| Credit                     | 47.2%    | 27.8%     |
| U.S. Government            | 19.6%    | 43.8%     |
| Mortgage-Backed Securities | 30.6%    | 26.5%     |
| ABS & CMBS                 | 2.5%     | 1.9%      |
| Cash                       | 0.2%     | 0.0%      |

#### **Quality Allocation**

| Ratings   | Strategy | Benchmark |
|-----------|----------|-----------|
| AAA       | 2.0%     | 2.8%      |
| AA        | 52.3%    | 73.6%     |
| A         | 11.9%    | 11.2%     |
| BBB       | 27.1%    | 12.3%     |
| Below BBB | 6.7%     | 0.0%      |

#### Key Rate Duration

| Years                      | Strategy | Benchmark    |
|----------------------------|----------|--------------|
| 6 Months                   | 0.0      | 0.0          |
| 1 Year                     | 0.1      | 0.1          |
| 2 Years                    | 0.2      | 0.3          |
| 3 Years                    | 0.3      | 0.5          |
| 5 Years                    | 0.5      | 0.7          |
| 7 Years                    | 0.7      | 0.8          |
| 10 Years                   | 1.0      | 1.0          |
| 20 Years                   | 1.6      | 1.6          |
| 30 Years                   | 1.6      | 1.1          |
| Source for all data: Bondl | Edge     | As of 9.30.2 |

# LCAM Core Plus Fixed Income Performance Update

## Outperformance across all major trailing periods as of 9/30/2024

- Outperformance in both positive and negative market return environments
- Outperformed benchmark 100% of 5 year rolling periods since inception\*
- Outperformed eVest peer group 70% of 5 year rolling periods since inception\*

## **Gross and Net Performance**

|                | QTD   | YTD   | 1-Year | 3-Year | 5-Year | 7-Year | 10-Year | Inception |
|----------------|-------|-------|--------|--------|--------|--------|---------|-----------|
| Gross          | 5.32% | 5.63% | 13.14% | -0.55% | 1.51%  | 2.31%  | 2.68%   | 4.59%     |
| Net            | 5.28% | 5.52% | 12.96% | -0.78% | 1.24%  | 2.08%  | 2.50%   | 4.33%     |
| Benchmark      | 5.20% | 4.45% | 11.57% | -1.39% | 0.33%  | 1.47%  | 1.84%   | 3.20%     |
| Outperformance | 0.12% | 1.19% | 1.58%  | 0.84%  | 1.18%  | 0.84%  | 0.84%   | 1.39%     |

## As of September 30, 2024

# Bloomberg U.S. Aggregate Bond Index

Source: Loop Capital Asset Management All returns over one year are annualized. Past performance does not guarantee future results. Please see complete GIPS compliance presentation at the end of this report. Investments cannot be made in an index.



|               |                                   | Return (%)*                               |                    |             | Attribution (bps)             |                       |
|---------------|-----------------------------------|---|--------------------|-------------|-------------------------------|-----------------------|
| Calendar Year | LCAM Core<br>Plus Fixed<br>Income | Bloomberg U.S.<br>Aggregate Bond<br>Index | Relative<br>Return | Yield Curve | Sector / Quality<br>Selection | Security<br>Selection |
| 2024 YTD**    | 5.63                              | 4.45                                      | 1.18               | -18         | 42                            | 94                    |
| 2023          | 7.67                              | 5.53                                      | 2.14               | -38         | 56                            | 196                   |
| 2022          | -13.64                            | -13.01                                    | -0.63              | 42          | -121                          | 16                    |
| 2021          | 0.15                              | -1.54                                     | 1.69               | 5           | 79                            | 85                    |
| 2020          | 8.46                              | 7.51                                      | 0.95               | 14          | 23                            | 58                    |
| 2019          | 10.34                             | 8.72                                      | 1.62               | -44         | 170                           | 36                    |
| 2018          | -1.17                             | 0.01                                      | -1.18              | 18          | -62                           | -74                   |
| 2017          | 4.98                              | 3.54                                      | 1.44               | 20          | 84                            | 40                    |
| 2016          | 7.84                              | 2.65                                      | 5.19               | 88          | 152                           | 279                   |
| 2015          | -2.11                             | 0.55                                      | -2.66              | 27          | -75                           | -218                  |
| 2014          | 7.01                              | 5.97                                      | 1.04               | 83          | -27                           | 48                    |



Source: Loop Capital Asset Management \*Gross of Fees returns <sup>20</sup> \*\*As of 9/30/2024



#### Source: Loop Capital Asset Management





Source: Loop Capital Asset Management





#### Source: Loop Capital Asset Management



# Why LCAM?

## Commitment to partner with clients and alignment of values

- LCAM offers direct access to key decision makers
- Loop Capital office in New Orleans demonstrating a commitment to the area
- Preferred fee schedule based on Marquette relationship

## Diverse and inclusive team committed to the public plan market

- Leverage the benefits of a highly diverse investment team to help achieve client objectives
- 30-year history of successfully partnering with public plans
- Strategic focus on the public plan market (50%+ of assets)

## History of successful management of Core Plus strategies

- 139 basis points of annualized outperformance (gross) since strategy inception, ranking in the top third of the eVest peer group\* (113 bps net).
- Outperformed eVest peer group 70% of 5 year rolling periods since inception\*
- Outperformed benchmark 100% of 5 year rolling periods since inception\*

\*Rankings based on eVestment data as of 9/30/2024. Past performance is not indicative of future results.



# LCAM Core Plus, LLC

|                       | Proposed Annual Fee* |
|-----------------------|----------------------|
| Management Fee        | 0.15%                |
| Operating Expense Cap | 0.05%                |
| 'All In' Fee          | 0.20%                |

| Composite Performance<br>As of December 31, 2022 |         | Inception |         |         |          |            |
|--|---------|-----------|---------|---------|----------|------------|
|  | 2022    | 1 Year    | 3 Years | 5 Years | 10 Years | 01/01/2007 |
| LCAM Core Plus Fixed Income Composite - (Gross)  | -13.64% | -13.64%   | -2.11%  | 0.46%   | 1.86%    | 4.27%      |
| LCAM Core Plus Fixed Income Composite - (Net)    | -13.90% | -13.90%   | -2.44%  | 0.21%   | 1.69%    | 3.99%      |
| Bloomberg U.S. Aggregate Bond Index              | -13.01% | -13.01%   | -2.71%  | 0.02%   | 1.06%    | 2.92%      |

Inception: January 1, 2007

|          |               |               |                |           |               |                | Annual          | Composite 3-Year      |                       |               |
|----------|---------------|---------------|----------------|-----------|---------------|----------------|-----------------|-----------------------|-----------------------|---------------|
|          | Calendar Year | Calendar Year | Bloomberg U.S. |           | Composite     | Strategy       | Standard        | Ex Post Standard      | Benchmark 3-Year      | Firm's        |
| Calendar | Total Return  | Total Return  | Aggregate      | Number of | Assets        | Assets*        | Deviation       | Deviation Calculation | Ex Post Standard      | Assets        |
| Years    | (Gross)       | (Net)         | Bond Index     | Accounts  | (\$ Millions) | (\$ Millions)  | (Gross of Fees) | (Gross of Fees)       | Deviation Calculation | (\$ Millions) |
| 0000     | 40.04.0/      | 40.00%        | 10.01.0/       | .5        | <b>#7</b> 0   | <b>\$0.055</b> | **              | 0.00%                 | F 770/                | <b>#0.040</b> |
| 2022     | -13.64 %      | -13.90 %      | -13.01 %       | <5        | \$73          | \$3,255        |                 | 6.69%                 | 5.77%                 | \$8,313       |
| 2021     | 0.15 %        | -0.20 %       | -1.54 %        | <5        | 85            | 3,325          | **              | 3.87%                 | 3.35%                 | 6,213         |
| 2020     | 8.46 %        | 8.09%         | 7.51 %         | <5        | 1,307         | 5,331          | **              | 3.84%                 | 3.36%                 | 12,041        |
| 2019     | 10.34 %       | 10.2 %        | 8.72 %         | <5        | 1,093         | 5,230          | **              | 2.52%                 | 2.87%                 | 11,775        |
| 2018     | -1.17 %       | -1.28 %       | 0.01 %         | <5        | 1,018         | 4,888          | **              | 2.93%                 | 2.84%                 | 10,602        |
| 2017     | 4.98 %        | 4.92 %        | 3.54 %         | <5        | 1,062         | 4,857          | **              | 3.18%                 | 2.78%                 | 11,272        |
| 2016     | 7.84 %        | 7.76 %        | 2.65 %         | <5        | 962           | 4,538          | **              | 3.58%                 | 2.98%                 | 10,432        |
| 2015     | -2.11 %       | -2.20 %       | 0.55 %         | <5        | 1,034         | 4,966          | **              | 3.53%                 | 2.88%                 | 10,374        |
| 2014     | 7.01 %        | 6.88%         | 5.97 %         | <5        | 1,035         | 5,095          | **              | 3.45%                 | 2.63%                 | 10,525        |
| 2013     | -0.88 %       | -1.03 %       | -2.02 %        | <5        | 849           | 4,276          | **              | 3.74%                 | 2.71%                 | 9,075         |
| 2012     | 11.51 %       | 11.23 %       | 4.21%          | <5        | 245           | 3,900          | **              | 3.09%                 | 2.38%                 | 7,431         |

\* Strategy assets included as supplemental information. Strategy assets are assets of similar composites and accounts specific to a broad market segment. The strategy for the LCAM Core Plus Fixed Income Composite is the LCAM Aggregate strategy.

\*\* Annual Standard Deviation is not presented when there are 5 or less accounts in the composite for the whole year as it is not statistically meaningful.

Continued on following page

The LCAM Core Plus Fixed Income Composite (benchmarked to the Bloomberg U.S. Aggregate Bond Index) is comprised of institutional core plus accounts. Our philosophy in managing core plus fixed income accounts is to add value above a benchmark index utilizing U.S. governments and agencies, corporate bonds, mortgage-backed, and asset-backed securities within a duration band of 75% to 125% of the benchmark index. The strategy includes broad guidelines for emerging market debt, high yield, and other non-benchmark fixed income instruments, which are used opportunistically. The Bloomberg U.S. Aggregate Bond Index represents securities that are SEC-registered, taxable and dollar denominated. The index covers the U.S. investment grade fixed rate bond market, with index components for government and credit securities, mortgage pass-through securities, and asset-backed securities. The creation date of the LCAM Core Plus Fixed Income Composite was January 2007.

Please contact us to receive a complete list and description of Loop Capital Asset Management – TCH, LLC (LCAM) composites and pooled funds.

The U.S dollar is the currency used to express performance. Results are presented gross and net of management fees and include the reinvestments of all income. Net returns are reduced by investment advisory fees and other expenses that may be incurred in the management of the account. The annual composite dispersion presented is an equal-weighted standard deviation calculated for the accounts in the composite the entire year. Policies for valuing investments, calculating performance and preparing GIPS reports are available upon request. Prior to October 1, 2019 net-of-fee results were calculated by using the actual fees. After October 1, 2019 but prior to January 1, 2022 net-of-fee results were calculated by taking the highest fee a separately managed account would be charged applicable at the time and deducting one-twelfth of this annual fee from each monthly gross return. After January 1, 2022 net-of-fee results are calculated by using the actual fees. The fee schedule shown is the current fee schedule. Prior fee schedules are available upon request. Actual investment advisory fees incurred by clients may vary. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm.

The investment management fee schedule LCAM Core Plus Fixed Income Composite segregated accounts is as follows: 0.35% - First \$25 million, 0.30% - Next \$75 million, 0.25% - Next \$100 million, 0.20% - Thereafter. The investment management fee schedule for the Core Plus Fixed Income, LLC is as follows: 0.35% - First \$25 million, 0.30% - Next \$75 million, 0.25% - Next \$100 million, 0.20% Thereafter. The total expense ratio as of December 31, 2022 for the Core Plus Fixed Income, LLC is as follows: 0.43% - First \$25 million, 0.38% - Next \$75 million, 0.33% - Next \$100 million, 0.28% Thereafter.

Past performance is not an indication of future results.

LCAM claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. LCAM has been independently verified for the periods January 1, 1990 through December 31, 2022. The verification report(s) is/are available upon request. 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. Verification does not provide assurance on the accuracy of any specific performance report. Composite 3-year ex-post standard deviation and annual standard deviation based on gross of fees returns.

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# Disclosures



November 12, 2024

# **RAMIREZ ASSET MANAGEMENT**



Core Plus Finals Presentation

**Materials Prepared For:** 

Sewerage and Water Board of New Orleans





# **Presentation Participants**



## Louis Sarno

Managing Director - Portfolio Manager; Securitized Product 212-378-7130 Iouis.sarno@ramirezam.com

- Responsible for managing the firm's securitized product securities and overseeing broader multi-sector fixed income strategies.
- Joined RAM in March 2010 and possesses over 36 years of institutional fixed income experience.
- Graduated from Fordham University with a B.A. in Economics and History.



James Haddon Managing Director - Head of Client Service 212-248-3887 james.haddon@ramirezam.com

- Joined RAM in January 2015; has over 43 years' experience in the asset management and investment banking industries.
- Responsible for marketing their fixed income products and services to pension funds, state and local governments, and corporations.
- Provides client service for select relationships and focuses on developing marketing strategies to grow the firm's asset management business.
- Graduated from Wesleyan University, BA, Economics and an MBA from Stanford University.
- Series 7, 53 and 63 licenses from the Financial Industry Regulatory Authority.



- Ramirez Asset Management ("RAM") was founded in 2002 and is a certified minority-owned fixed income and equity investment manager based in New York City with offices in Chicago, IL and San Juan, PR
- RAM is an affiliate of Samuel A. Ramirez & Co. Inc., which was established in 1971, and is one of the oldest Hispanic-owned investment banks in the United States
- \$12.3 billion in firm-wide assets as of September 30, 2024
- RAM has 44 firm-wide employees with 33 fixed income professionals
- Fixed Income Portfolio Managers and Analysts average 30 and 18 years of industry experience, respectively
- Average employee tenure is 9+ years

#### A Growing, Diverse List of Products and Clients



|   | The Ca | No. |         | t.  | * |  |
|---|--------|-----|---------|-----|---|--|
| R | A      | M   |         | P F | 7 |  |
|   | 51053  | SIN | CE 3402 | _   |   |  |

### **Portfolio Management Team**



Samuel Ramirez Jr. Taxable Municipals Years of Experience: 32



Louis Sarno Securitized Product Years of Experience: 36



Helen Yee, CFA Corporate Credit Years of Experience: 32



Alex Bud, CFA Taxable Municipals Years of Experience: 25

- Portfolio Management Team utilizes a collaborative, team based approach to managing client portfolios
- Highly experienced sector specialists, RAM's portfolio managers average 30+ years of experience

### **Other Key Personnel**

|                     |                                      | Experience |
|---------------------|--------------------------------------|------------|
|                     | Fixed Income Investment Team         |            |
| Research            |                                      |            |
| Janet Henry, CFA    | Corporate Credit Analyst             | 44         |
| Satyam Mallick, CFA | Corporate Credit Analyst             | 22         |
| Brett Rodger        | Corporate Credit Analyst             | 8          |
| Karen Flores        | Municipal Credit Analyst             | 27         |
| Seth Evans          | Municipal Credit Analyst             | 14         |
| Emrys Jones         | Municipal Credit Analyst             | 4          |
| Zach Grob           | Securitized Analyst                  | 5          |
| Wilson Tran         | Securitized Analyst                  | 8          |
| Elaine Li           | Credit and Portfolio Analyst         | 4          |
| Rohan Aluka         | Quantitative Credit Analyst          | 1          |
|                     | Additional Key Resources             |            |
| Peter Sigismondi    | Chief Compliance Officer             | 34         |
| Ira Isaguirre       | Chief Risk Officer                   | 19         |
| Cheryl Fustinoni    | Head of Operations                   | 19         |
| James Haddon        | Head of Client Service and Marketing | 43         |



#### State and Local Governments

- City of Chicago 10
- Cook County 10
- City of Philadelphia 5
  - Philadelphia Airport
  - Philadelphia Gas Works 5
- Battery Park City Authority 5
- Missouri Public Utilities Authority
- Illinois State Treasurers' Office 5
- Port Authority of NY & NJ
- California Earthquake Authority
- Chicago Housing Authority \*

#### **Public Pension Plans**

- Illinois Municipal Retirement Fund 5
- Chicago Teachers' Pension Fund 5
- State Universities Retirement System (IL)
- Oakland Police and Fire Retirement System (CA) 5
- Maryland State Retirement and Pension System (Terra Maria)\*
- Pennsylvania State Employees' Retirement System
- \* Laborers' & Retirement Board Employees' Annuity & Benefit Fund of Chicago
- Connecticut Retirement Plans and Trust Funds \*
- \* Metropolitan Water Reclamation District of Greater Chicago Retirement Fund
- New York State Common Retirement Fund
- New York City Employee Retirement System\*

#### Insurance

- AEELA (PR) 10
- Automobile Accident Compensation Administration (PR) 5
- Captive Insurance Company
- Independence Blue Cross

#### **Taft-Hartley**

- International Brotherhood of Electrical Workers (1)
- Communications Workers of America (ID)
- New York Typographical Union 10
- Client relationships that are diverse, and long-term

#### **Federal Organizations**

- FreddieMac
- \* Pension Benefit Guaranty Corporation (PBGC)

#### Corporations

- Dow Chemical 5
- The Northern Trust Company
- Nationwide 10
- \* Micron Technologies, Inc.
- Meta Platforms, Inc.
- The National Football League
- Braeburn Capital (Apple)
- Microsoft Corporation
- The Coca-Cola Company

#### **Endowments & Foundations**

- American University
- \* The Board of Directors of City Trusts
- The California Endowment
- Buck Foundation
- Congressional Hispanic Caucus Institute (1)
- \* Connecticut Health Foundation
- Knight Foundation
- The Nathan Cummings Foundation
- \* The National Urban League
- Princeton University
- \* The Silicon Valley Community Foundation
- The Target Foundation
- \* Southeast Alaska Regional Health Consortium
- Wyckoff Family YMCA, Inc. 6
- \* Wisconsin Alumni Research Foundation

|   | Clients by Relationship Tenure |          |              |     |  |  |  |  |
|---|--------------------------------|----------|--------------|-----|--|--|--|--|
|   | Timeframe                      | # Accts. | Assets (\$M) | %   |  |  |  |  |
| 0 | 10+ Years                      | 13       | \$ 2,246     | 19% |  |  |  |  |
| 6 | 5 - 10 Years                   | 15       | \$ 2,020     | 18% |  |  |  |  |
|   | 3 - 5 Years                    | 17       | \$ 3,838     | 33% |  |  |  |  |
|   | < 3 Years                      | 35       | \$ 3,429     | 30% |  |  |  |  |



#### Employee Statistics<sup>1</sup>

- 65% of employees are minorities, women, or veterans
- 75% of the investment team is composed of minorities, women, or veterans
- 100% of 2024 interns have been minorities and/or women
- 75% of senior leadership are minorities or women
- Average tenure of employees is 7 years

RAM is dedicated to being an industry leader in the inclusion of underrepresented communities. Our diverse array of talent and commitment to the communities in which we come from is an **essential** part of our current and future success.

#### **The Next Generation**

**The Ramirez Summer Internship Program** is a hands-on 8-week program for undergraduate students with an interest in finance.

 83% of the 46 interns over the past 5 years have been minorities and/or women

**The RAM Fellowship Programs** are 10-month long opportunities presented to HSF Scholars in partnership with two Fortune 100 Technology clients to offer students an understanding of the functions of an asset management firm.

#### New Jersey Institute of Technology - a scholarship and mentorship initiative for minority students at NJIT, an official Hispanic Serving Institute





New America Alliance is dedicated to advancing the economic development of the American Latino community. RAM is an active supporter and participant in the alliance.



SIFMA is the securities industry leading trade association. Ramirez is an active participant holding seats on both the board and D&I Council.



**NASP** aims to foster the growth and development of minorities and MWBE firms in the securities industry. James Haddon is a long standing member and officer on the NASP board.



Angeles Investors is one of the largest and fastest-growing angel investing groups in America that is finding, funding, and growing the most promising Hispanic & Latino ventures. Ramirez is a partner in the fund.

#### **Community Involvement**



Hispanic Scholarship Fund empowers students to successfully complete a higher education, while providing support services and scholarships. Ramirez is proud to partner with the HSF on both intern and full time employment programs.



**ASPIRA** is dedicated to the social advancement of the Latino community by supporting its youth in the pursuit of educational excellence. Ramirez has been a proud supporter of ASPIRA for over 10 years



Latin American Youth Center empowers a diverse population of youth to achieve a successful transition to adulthood. Ramirez has been an active supporter of LAYC for over 10 years



### **Investment Philosophy**

RAM utilizes a **disciplined and repeatable investment process** driven by sector and subsector rotation and security selection. Within a risk framework, we believe this approach will produce consistent risk-adjusted returns over a full market cycle. RAM seeks to add value by:

- Taking a longer-term view on investing
- Closely regulating relative duration and term structure positioning
- Combining quantitative and qualitative factors into bottom-up and top-down processes
- Constructing portfolios that are benchmark aware, but not constrained
- Focusing on yield-generating anomalies within credit sectors

### **Investment Process Contributors**



#### Top-Down – 20%

- Yield Curve Positioning: 10%
- Duration Management: 10%

#### Bottom-Up - 80%

- Sector Allocation: 40%
- Security Selection: 40%



### Why the Ramirez Strategic Core Strategy:

- Designed to achieve "Core Plus" like excess returns over a market cycle using higher quality, domestic fixed income allocations.
- The Ramirez Strategic Core Strategy <u>does not</u> invest in non-dollar denominated debt, emerging market debt, bank loans, CLO/CDO, or high allocations to high yield bonds.
- Alpha target of +75 to 100 basis points over Bloomberg Aggregate Bond Index with a 1.50% to 2.00% tracking error.
- Multiple sources of alpha which include: sector allocation, sub-sector concentration, and security selection supported by quantitative and qualitative tools.

### Why Now Is The Time to Invest:

- Risk premiums, or the yield advantage, an investor receives over a U.S. Treasury security of the same maturity are extremely low at this time.
- RAM believes it is the wrong time to chase nominal yield by adding exposure to high yield or other lower quality bonds that are common in traditional Core Plus products.
- RAM invests in high quality, liquid domestic fixed income sectors through a concentrated credit approach.




Yield Advantage of High Yield Bonds over U.S. Treasuries Trailing 1-Year as of 10/30/24

- Risky fixed income assets, like high yield bonds or emerging market debt, are currently very expensive on a historical basis
- Now is the time to work with a manager like Ramirez that can generate Core Plus excess returns using higher quality fixed income sectors on a consistent basis
- Ramirez uses non-correlated and highly-rated asset classes like Taxable Municipals and Securitized Credit to generate alpha relative to the benchmark



# Ramirez Strategic Core Strategy – Overview

| Description:     | A total rate of return investment strategy that generates alpha through a broad exposure to 0– 30+ years investment grade spread sectors |
|------------------|--|
| Alpha Target:    | +75 - 100 bps, gross-of-fees, annualized over a<br>complete market cycle   |
| Inception:       | April 1, 2012  |
| Benchmark Index: | Bloomberg U.S. Aggregate Bond Index  |
| Vehicles:        | Separately Managed Account (SMA)<br>Mutual Fund (RAMIX and RAMRX)  |

Sector Allocation

| Characteristics      | Strategy | Benchmark | Difference |
|----------------------|----------|-----------|------------|
| Yield-to-Worst (%)   | 4.54     | 4.23      | +0.31      |
| Eff. Duration (Yrs.) | 6.25     | 6.05      | +0.21      |
| Avg. Quality         | Aa2      | Aa2       |            |
| Avg. Coupon (%)      | 4.47     | 3.38      | +1.09      |
| Avg. Maturity (Yrs.) | 9.30     | 8.27      | +1.03      |
| Convexity            | 0.22     | 0.26      | -0.04      |







Strategic Core Strategy



Disclaimer: The inception date for the Ramirez Strategic Core Strategy is April 1, 2012

Sector allocations and Characteristics above are provided as of September 30, 2024 by BondEdge Next Generation and Bloomberg

<sup>1</sup>Benchmark: Bloomberg U.S. Aggregate Bond Index <u>38</u> <sup>2</sup>BondEdge Next-Generation uses the lower of NRSRO Ratings when determining credit quality.



#### **Historical Performance**

#### **Calendar Year Performance**

|                                     | 2013  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021  | 2022   | 2023 | YTD  |
|-------------------------------------|-------|------|------|------|------|------|------|------|-------|--------|------|------|
| Ramirez Strategic Core Strategy (%) | -0.79 | 7.92 | 1.60 | 4.51 | 5.82 | 0.39 | 9.82 | 7.26 | 0.22  | -12.92 | 6.39 | 4.84 |
| Bloomberg US Aggregate (%)          | -2.02 | 5.97 | 0.55 | 2.65 | 3.54 | 0.01 | 8.72 | 7.51 | -1.54 | -13.01 | 5.53 | 4.45 |
| Excess Return (bps)                 | +124  | +195 | +105 | +186 | +228 | +38  | +110 | -25  | +176  | +9     | +86  | +39  |

- Since inception, the strategy has outperformed the benchmark in 10 of 11 calendar year
- We are a credit-focused manager with a proven and repeatable investment process focused on sector allocation and bottom-up security selection



Disclaimer: The inception date for the Ramirez Strategic Core Strategy is April 1, 2012. Year-to-date returns are provided through September 30, 2024. A GIPS compliant annual disclosure is available upon request. Performance is presented gross-of-fees and annualized in periods greater than 12 months. eVestment Alliance data as of September 30, 2024 (Core rankings versus US Core Universe as of October 8, 2024).

Past performance is not a guarantee of future results.

# Ramirez Strategic Core Strategy – Historical Sector Allocations



#### **Ramirez Strategic Core Historical Sector Allocations**

| Treasuries | Agencies | Industrials | Utilities | Financials | MBS | CMBS | ABS | Municipals | Cash |  |
|------------|----------|-------------|-----------|------------|-----|------|-----|------------|------|--|
|            |          |             |           |            |     |      |     |            |      |  |

| Date                      | U.S.<br>Governments | Treasuries | Agencies | Corporates | Industrials | Utilities | Financials | Securitized<br>Product | MBS   | CMBS  | ABS  | Municipals | Cash |
|---------------------------|---------------------|------------|----------|------------|-------------|-----------|------------|------------------------|-------|-------|------|------------|------|
| <b>Current Allocation</b> | 23.3%               | 23.3%      | 0.0%     | 22.1%      | 12.8%       | 1.4%      | 7.9%       | 25.5%                  | 19.7% | 2.5%  | 3.3% | 28.7%      | 0.4% |
|                           |                     |            |          |            |             |           |            |                        |       |       |      |            |      |
| Average                   | 14.3%               | 14.2%      | 0.1%     | 24.0%      | 13.8%       | 1.1%      | 9.1%       | 23.5%                  | 10.6% | 8.2%  | 4.7% | 37.5%      | 0.7% |
| 5Y High                   | 25.7%               | 25.7%      | 0.6%     | 28.9%      | 16.7%       | 1.8%      | 10.9%      | 27.5%                  | 19.7% | 12.8% | 9.3% | 50.9%      | 1.6% |
| 5Y Low                    | 2.1%                | 2.0%       | 0.0%     | 20.3%      | 11.4%       | 0.6%      | 7.0%       | 21.4%                  | 2.2%  | 2.0%  | 2.8% | 28.7%      | 0.0% |



## Portfolio Risk Management Process

| <ul> <li>Investment guidelines hardcoded into Rules Manager</li> <li>Real time, automated pre- and post-trade portfolio compliance</li> <li>Systems: SS&amp;C Advent Platform and Rules Manager</li> </ul>  |
|---|
| <ul> <li>Target allocation and risk parameters</li> <li>Optimal relative value and best idea generation achieved via benchmark segmentation</li> <li>Systems: Advent Rules Manager, Moxy</li> </ul>   |
|   |
| <ul> <li>Monitors: Portfolio vs. benchmark; interest rate and term structure; "What-If" scenarios</li> <li>Real-time portfolio monitoring and account valuation review</li> <li>Systems: ICE BondEdge Platform, Advent Rules Manager and APX</li> </ul> |
|   |
| <ul> <li>GIPS compliance portfolio returns/portfolio attribution</li> <li>RAM's primary accounting, performance, and reporting system</li> <li>Systems: ICE BondEdge Platform, Advent Rules Manager</li> </ul>  |
|   |

## Ramirez Strategic Core Strategy Risk Parameters

| Top-Down Risk Management |          |
|--------------------------|----------|
| Duration                 | +/-10%** |
| Key Rates                | +/- 25** |

| Sector Allocation Limits                     |          |
|--|----------|
| U.S. Treasury Securities                     | 0 - 100% |
| Inflation Protected Securities               | 0 - 10%  |
| U.S. Agencies                                | 0 - 50%  |
| Agency Mortgage Backed Securities (MBS)      | 0 - 50%  |
| Commercial Mortgage Backed Securities (CMBS) | 0 - 20%  |
| Asset Backed Securities (ABS)                | 0 - 20%  |
| Municipal Securities                         | 0 - 30%  |

| Issuer Level Limits                  |       |
|--------------------------------------|-------|
| Single Issuer                        | < 3%* |
| Single Issuer - BBB Rated Securities | <2%   |

| Quality Limits                             |     |
|--|-----|
| Maximum Allocation to BBB Rated Securities | 15% |
| Portfolio Minimum Quality                  | A+  |

\* Excluding U.S. Government Securities

\*\* Relative to the Benchmark (typical range)



# Sewerage and Water Board of New Orleans

Core Plus Fixed Income

| Previously Proposed Fee Schedule |                 |  |  |  |
|----------------------------------|-----------------|--|--|--|
| First \$100 million              | 25 basis points |  |  |  |
| Balance                          | 20 basis points |  |  |  |

| Final Fee Proposal |  |  |  |  |
|--------------------|--|--|--|--|
| 22 basis points    |  |  |  |  |
|                    |  |  |  |  |

- The proposed fee is an all-in fee that will cover all investment management services
- RAM is willing to negotiate its proposed fee schedule with the Sewerage and Water Board of New Orleans dependent on final mandate details, including a full mandate allocation



#### A Differentiated and Focused Approach

- We are a credit-focused manager with a proven and repeatable investment process focused on sector allocation and bottom-up security selection
- We seek to identify pockets of relative value within the corporate, municipal and securitized credit sectors
- Our experienced portfolio managers work collaboratively to make meaningful allocations to these pockets of relative value without significant deviations in duration or credit quality from the benchmark
- We generate value on the term structure by sector, analyzing cross-sector spread per unit of duration by quality, and allocating accordingly
- Our differentiated and focused approach has enabled RAM to generate long-term track records of outperformance

#### **Ramirez Advantage**





## DISCLAIMER

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The information contained herein reflects prevailing conditions and our views as of this date, which are accordingly subject to change without prior notice. In preparing this material, we have relied upon the accuracy and completeness of information available from various sources considered reliable, but Ramirez Asset Management, Inc. has not independently verified this information and does not represent that this material is accurate, current, or complete and it should not be relied upon as such. Any reference to specific sectors, sector positioning, types of issuers, or investments made herein is for illustrative purposes and should not be considered to be research or a recommendation to buy or sell securities. In addition, any appraisals contained herein should be considered preliminary, suitable only for the purpose described herein and should not be disclosed or otherwise used without the prior written consent of Ramirez Asset Management, Inc. Past performance is no guarantee of future results.



# Madison Mid Cap Equity Strategy

Prepared for

# Sewerage & Water Board of New Orleans

# **Employees' Retirement System**

November 12, 2024

550 SCIENCE DRIVE, MADISON, WI 53711



#### MADISONINVESTMENTS.COM



Trusted investment manager providing active, high-quality, and high-conviction portfolios since 1974.

- Independent, employee-owned firm headquartered in Madison, Wisconsin
- 44 investment professionals averaging 27 years of experience, 27 CFA® charterholders
- Celebrating 50 years of meeting clients' investment needs
- \$28.1 billion in assets under management

Assets by Investment Team



Calculated as of 9/30/2024. The AUM includes all accounts to which Madison provides discretionary and non-discretionary advisory services, including accounts of a third party adviser where Madison provides non-discretionary model portfolio services.

Madison Investment Advisors, LLC and Madison Asset Management, LLC (together referred to as "Madison") share all personnel and resources at their Madison, Wisconsin location.

Madison



# MID CAP EQUITY TEAM



Rich Eisinger Portfolio Manager Industry start: 1994 | Joined Madison: 1997 Prior experience: Spectrum Advisors Education: JD degree from the University of Louisville, MBA from Cornell University



Haruki Toyama Portfolio Manager Industry start: 1994 | Joined Madison: 2014 Prior experience: Marcus Asset Management, MFS Investment Management, David L. Babson & Company Education: BA from Brown University, MBA from Cornell University





Andy Romanowich, CFA Portfolio Manager Industry start: 2004 | Joined Madison: 2009 Prior experience: MEMBERS Capital Advisors Eduction Dudied & Marchelen

Education: Bachelor's & Master's degree in finance from the University of Wisconsin Madison, Applied Security Analysis Program

#### RESEARCH

Rich Eisinger Portfolio Manager, Analyst Haruki Toyama Portfolio Manager, Analyst Andy Romanowich, CFA Portfolio Manager, Analyst Joe Maginot Analyst

Brian Milligan, CFA Analyst Matthew Goetzinger, CFA Analyst

Peter Montelbano, CFA Analyst Luke Heinen Research Associate

# PARTICIPATE AND PROTECT® PHILOSOPHY

Madison

Our goal is to provide superior long-term returns while minimizing the risk of permanent capital loss. We believe:

# Quality

By investing in companies with high quality characteristics, we can outperform the market while protecting value in stressed periods.

## Value

By purchasing companies at a significant discount to what we believe their true value to be, we can create more upside potential while cushioning the downside.

# Conviction

By garnering deep insights with our research and concentrating our efforts on our best ideas only, we can reduce risk while increasing reward over the long term.

Madison's expectation is that investors in the strategy will participate near fully in market appreciation during bull markets and experience something less than full participation during bear markets compared with investors in portfolios holding more speculative and volatile securities. Therefore, the investment philosophy is intended to represent a conservative investment strategy. There is no assurance that Madison's expectations regarding this investment strategy will be realized.

## INVESTMENT PROCESS





## Result: Concentrated Portfolio of 25-40 Stocks

# BUSINESS MODEL ANALYSIS

We seek strong businesses with a special emphasis on the following characteristics:



# Sustainable competitive advantage

Demand a "moat" that protects the economics of the business. Examples include:

- ► Scale or market leadership
- ► Network effects
- ► Culture
- ▶ Brand
- Regulatory barrier

## Durable earnings growth

Demand long-term profit growth:

- Growth above industry and/or overall market
- Growth projected to be long-lasting
- Preference for organic over acquisitive growth

Strong financial position

Demand safety and an ability to take advantage of dislocations:

- Low levels of debt and other obligations
- High quality assets
- ► Stable cash flows
- Ample reserves (for financial companies)

# MANAGEMENT TEAM ASSESSMENT

#### We seek astute management teams who create shareholder value.



## Allocation of capital

Seek rational and prudent allocators:

- Stock buybacks
- Reinvestment in business
- Debt repayment
- Acquisitions
- Dividends

## Strategy and Operations

Seek strong operators:

- Track record
- Articulation of (a rational) strategy
- ▶ Depth and experience
- ▶ Maintains a robust culture

#### Shareholder Alignment

Demand honest and ethical behavior:

- Candid communication of challenges and opportunities
- ► Conservative accounting

Look for alignment with shareholders:

- ► Board/owner governance
- ► Inside ownership
- Compensation system
- Owner-operators preferred

# VALUATION

The price must be right.



Focus on "earning power"

Goal is to understand future cash generation potential by adjusting for:

- ► Cyclicality
- Subjectivity in accounting
- ► Growth spending
- ▶ Optionality

Use a variety of methods

Tailor to each company's situation:

- Discounted cash flow is the core foundation
- Price-to-free cash flow ratio (P/FCF), Price-earnings ratio (P/E), Enterprise value-earnings before interest and taxes (EV/EBIT)
- Private market values

### Demand a margin of safety

Think in terms of upside/downside:

- Stress test
- Identify various economic and competitive assumptions
- Derive a range of values

# PORTFOLIO CONSTRUCTION

## Minimize risks for the total portfolio.



### Limits

- Maximum 25% in any industry
- ► Individual position limit of 10%
- Quarterly meeting with Investment Risk Oversight Committee

## Confidence Ranking

- Rough guide for sizing
- ► Aids hold or sell decision

### Risk variable diversification

- ► Geopolitical
- ▶ Regulatory
- ► Macroeconomic
- ► Technological disruption
- Secular or societal trends

# MID CAP EQUITY (As of 9/30/2024)



#### Portfolio Characteristics

|                                     | Madison<br>Mid Cap <sup>1</sup> | Russell Midcap®<br>Index |
|-------------------------------------|---------------------------------|--------------------------|
| Number of holdings                  | 32                              | 811                      |
| Weighted avg. market cap (billions) | 31.4                            | 26.3                     |
| P/E ratio (forward 1-yr)            | 21.2                            | 17.7                     |
| EPS growth (trailing 3-yr, %)       | 27.7                            | 21.0                     |
| ROE (trailing 1-yr)                 | 23.5                            | 16.8                     |
| Dividend yield (%)                  | 0.71                            | 1.54                     |
| Active share (%)                    | 96.1                            |                          |
| Annual Portfolio turnover (%)       | 18.6                            |                          |

### Top 10 Holdings (%)

| Madison |
|---------|
| 9.0     |
| 6.6     |
| 5.7     |
| 5.2     |
| 4.5     |
| 4       |
| 3.8     |
| 3.8     |
| 3.2     |
| 3.1     |
|         |

1. Information based on a model portfolio which is intended to provide a general illustration of the investment strategy. Individual client portfolios in the program may vary. 54

#### 5-Year Portfolio Statistics (%)

|                    | Madison<br>Mid Cap <sup>1</sup> | Russell Midcap®<br>Index |
|--------------------|---------------------------------|--------------------------|
| Up Capture Ratio   | 92.98                           | 100.00                   |
| Down Capture Ratio | 83.06                           | 100.00                   |
| Standard Deviation | 19.15                           | 20.96                    |

#### Sector Distribution (%)



# 5-YEAR RISK/REWARD





\*\*Net returns are calculated using the highest Madison annual fee of 0.80%, calculated quarterly. They do not reflect any third-party investment advisory fees or other expenses that may be incurred in the management of the account. Such fees and expenses will reduce the actual returns of the account. Actual fees and expenses will vary depending on each individual agreement, so readers should consult their advisors for additional details. See each entity's Part 2A Disclosure Brochure for more information. Actual returns may vary depending on a particular account's trading platform and trading discretion. Any differences in the timing of trades may result in various performance outcomes for Madison's separately managed accounts versus fodel manager accounts.

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# MID CAP EQUITY (As of 9/30/2024)



#### Trailing Returns (%)

|                  |       | MADISON |                             |  |  |
|------------------|-------|---------|-----------------------------|--|--|
|                  | Gross | Net     | Russell<br>Midcap®<br>Index |  |  |
| QTD              | 7.29  | 7.08    | 9.22                        |  |  |
| YTD              | 13.30 | 12.62   | 14.64                       |  |  |
| 1-Year*          | 29.78 | 28.74   | 29.34                       |  |  |
| 3-Year*          | 12.79 | 11.89   | 5.75                        |  |  |
| 5-Year*          | 13.19 | 12.29   | 11.30                       |  |  |
| 10-Year*         | 13.37 | 12.47   | 10.19                       |  |  |
| Since Inception* | 11.80 | 10.93   | 10.42                       |  |  |
|                  |       |         |                             |  |  |

Annual Total Returns (%)

|      |        | MADISON |                             |
|------|--------|---------|-----------------------------|
|      | Gross  | Net     | Russell<br>Midcap®<br>Index |
| 2023 | 27.61  | 26.58   | 17.23                       |
| 2022 | -12.64 | -13.34  | -17.32                      |
| 2021 | 27.56  | 26.57   | 22.58                       |
| 2020 | 10.32  | 9.47    | 17.10                       |
| 2019 | 35.06  | 34.02   | 30.54                       |
| 2018 | -0.86  | -1.65   | -9.06                       |
| 2017 | 16.72  | 15.80   | 18.52                       |
| 2016 | 13.51  | 12.59   | 13.80                       |
| 2015 | 2.00   | 1.19    | -2.44                       |
| 2014 | 10.76  | 9.87    | 13.22                       |

#### \*Figures are annualized.

Net returns are calculated using the highest Madison annual fee of 0.80%, calculated quarterly. They do not reflect any third-party investment advisory fees or other expenses that may be incurred in the management of the account. Such fees and expenses will reduce the actual returns of the account. Actual fees and expenses will vary depending on each individual agreement, so readers should consult their advisors for additional details. See each entity's Part 2A Disclosure Brochure for more information. Actual returns may vary depending on a particular account's inception date, trading platform and trading discretion. Any differences in the timing of trades may result in various performance outcomes for Madison's separately managed accounts versus model manager differences.

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- Expertise Co-Portfolio Managers have 80 years combined industry experience and have worked together on this Strategy for over ten years
- Disciplined and repeatable investment process focusing on sustainable long-term growth has provided strong total returns and downside protection.
- ► Alignment with our Clients employee owners invested alongside our clients
- ► Commitment to transparency and exceptional client service



Appendix



888.971.7135 MADISONINVESTMENTS.COM

550 SCIENCE DRIVE, MADISON, WI 53711

# MADISON MID CAP EQUITY PORTFOLIO MANAGEMENT





**Richard Eisinger** *Portfolio Manager, Analyst* 

Rich serves as Head of Equities with oversight of the firm's Equity Teams. He is also a midcap and large cap portfolio manager and analyst. Rich started in the financial services industry in 1994 and joined Madison in 1997. Rich is a member of the firm's Executive Committee and Investment Risk Oversight Committees. He earned his J.D. from the University of Louisville and his MBA from Cornell University.



Haruki Toyama Portfolio Manager, Analyst

Haruki serves as a mid-cap and large cap portfolio manager and analyst and is also the Head of the Mid and Large Cap Team. Haruki started in the financial services industry in 1994, was a member of the Madison U.S. Equity Team from 2002-2004 and he rejoined the firm in 2014. Prior to joining Madison, Haruki was co-founder and President of Marcus Asset Management in Milwaukee where he was portfolio manager of a long/short hedge fund and started his career working in analyst and portfolio manager roles at MFS Investment Management and David L. Babson & Company. Haruki holds a BA from Brown University and an MBA from Cornell University.



Andy Romanowich, CFA Portfolio Manager, Analyst

Andy serves as a mid-cap portfolio manager and analyst on Madison's U.S. Equity Team. He started in the financial services industry since 2004. Prior to joining Madison in 2009, Andy worked for MEMBERS Capital Advisors where he was an equity analyst. He holds a bachelor's and a master's degree in Finance from the University of Wisconsin and graduated from the Applied Security Analysis Program.

# RECOMMENDATION



Disciplined process for investment decisions

- Recommendation packet is presented to the team.
- Cover page is a one-page template called the Thesis Report which:
  - Articulates the concise rationale for the investment
  - Creates the basis for future review of the investment
  - Includes a Confidence Ranking of 3, 4, or 5, with 5 the highest confidence
    - 0 Reflects the company's outlook, not its valuation
    - 0 Guide for sizing positions and risk management
- ▶ Team discussion is held to vet the investment.
- ► Further research is performed based on feedback.

Nothing contained herein is intended to present securities recommendations that were or would have been profitable to any person.



| Catalysts to Sell / Trim    | Confidence Rank               | Potential Action        |
|-----------------------------|-------------------------------|-------------------------|
|                             | 5: Highest                    | Reevaluate Valuation    |
| Price Target Achieved       | 4: High                       | Trim                    |
|                             | 3: Significant                | Sell                    |
|                             |                               | Add if Intact           |
| Breakdown in Fundamentals   | Thesis Intact or Broken?      | Sell if Broken          |
| More Attractive Alternative | Potential Upside vs. Downside | Evaluation of Portfolio |

# MID CAP EQUITY PROPOSAL



### Fee Schedule

#### 0.60% on first \$5,000,000

0.50% on assets above \$5,000,000

## For any questions regarding our proposal, please contact:



Tom Nolte Director of Institutional Business Development 414.331.9075 TNolte@madisonadv.com

With over 25 years of experience in the financial services industry, Tom joined Madison Investments in January 2022 as Director of Institutional Business Development. Prior to joining Madison, Tom spent fourteen years as director of institutional sales and consultant relations at BMO Global Asset Management and its predecessor M&I Investment Management. Tom previously served as a vice president and senior account executive for Strong Capital Management and began his career as an employee benefits attorney with Reinhart Boerner Van Deuren s.c. Tom holds a JD cum laude from the University of Wisconsin Law School and a BA in political science and economics summa cum laude from Marquette University. In addition, Tom holds the series 7, 24, 63, and 65 securities registrations.

# INVESTMENT TEAMS AND STRATEGIES



| ТЕАМ  | STRATEGY                                   | STRATEGY AUM<br>(MILLIONS \$) |
|---|--|-------------------------------|
| U.S. Equity   | Mid Cap                                    | 6,539                         |
| (Madison, WI)   | Large Cap                                  | 5,542                         |
| Total Assets: \$14.3B   | Sustainable Equity                         | 575                           |
|   | Dividend Income                            | 555                           |
|   | Covered Call                               | 480                           |
|   | Small Cap                                  | 219                           |
|   | Select Equity                              | 214                           |
|   | Multi Cap                                  | 94                            |
| Fixed Income  | Madison Taxable                            | 5,618                         |
| (Madison, WI / Milwaukee, WI)                                 | Madison Insurance Taxable                  | 1,455                         |
| Total Assets: \$11.5B   | Madison Insurance Tax Exempt               | 78                            |
|   | Madison Tax Exempt                         | 464                           |
|   | Reinhart Taxable by Madison Investments    | 3,854                         |
|   | Reinhart Tax Exempt by Madison Investments | 51                            |
| Multi-Asset Solutions   | Madison Asset Allocation                   | 825                           |
| (Madison, WI)   | Mosaic by Madison Investments              | 641                           |
| Total Assets: \$1.6B*   | Target Date                                | 146                           |
| International Equity<br>(Toronto, ON)<br>Total Assets: \$0.4B | International Equity                       | 411                           |

Gross assets are as of 9/30/2024. The above is not a complete list of all Madison strategies.

\*Multi Asset portfolios include assets that are invested in other Madison Products. Madison Funds are distributed by MFD Distributor, LLC.

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"Madison" and/or "Madison Investments" is the unifying tradename of Madison Investment Holdings, Inc., Madison Asset Management, LLC ("MAM"), and Madison Investment Advisors, LLC ("MIA"). MAM and MIA are registered as investment advisers with the U.S. Securities and Exchange Commission. Madison Funds are distributed by MFD Distributor, LLC. MFD Distributor, LLC is registered with the U.S. Securities and Exchange Commission as a broker-dealer and is a member firm of the Financial Industry Regulatory Authority. The home office for each firm listed above is 550 Science Drive, Madison, WI 53711. Madison's toll-free number is 800-767-0300.

Any performance data shown represents past performance. Past performance is no guarantee of future results.

Non-deposit investment products are not federally insured, involve investment risk, may lose value and are not obligations of, or guaranteed by, any financial institution. Investment returns and principal value will fluctuate.

This report is for informational purposes only and is not intended as an offer or solicitation with respect to the purchase or sale of any security.

Indices are unmanaged. An investor cannot invest directly in an index. They are shown for illustrative purposes only, and do not represent the performance of any specific investment. Index returns do not include any expenses, fees or sales charges, which would lower performance.

The Russell Midcap® Index measures the performance of the mid-cap segment of the U.S. equity universe. The Russell Midcap® Index is a subset of the Russell 1000® Index. It includes approximately 800 of the smallest securities based on a combination of their market cap and current index membership.

#### Mid Cap

Investments in midsize companies may entail greater risks than investments in larger, more established companies. Midsize companies tend to have narrower product lines, fewer financial resources, and a more limited trading market for their securities, as compared to larger companies. They may also experience greater price volatility than securities of larger capitalization companies because growth prospects for these companies may be less certain and the market for such securities may be smaller. Some midsize companies may not have established financial histories; may have limited product lines, markets, or financial resources; may depend on a few key personnel for management; and may be susceptible to losses and risks of bankruptcy.

All or some of the information is presented as "supplemental information" included as part of the GIPS® compliant performance presentation for the Madison Mid Cap Equity Composite on the reverse side, which must be included with this material. Unless otherwise noted, references to "Madison" are to that composite and references to inception date refer to performance since 3/31/96. Past performance is no guarantee of future results. Year-to-date, quarterly and annualized performance figures are considered "preliminary" as of the date of this piece. 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.

Trailing returns are considered "preliminary" as of the date of this piece. Portfolio data is as of the date of this piece unless otherwise noted.

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# MID CAP EQUITY DEFINITIONS

#### Valuation Methods

Discounted cash flow modeling: A valuation method that determines what a projection of a firm's future cash flows is worth today.

Price-earnings ratio (P/E): Current market price divided by earnings per share

Price-to-cash flow ratio (P/FCF): Current market price divided by free cash flow

Price-to-book ratio (P/B): Current market price divided by book value

Enterprise value-to-earnings before interest and taxes (EV/EBIT): Current enterprise value (value of equity plus debt) divided by earnings before interest and taxes Private market valuations: Comparing current market multiples to multiples paid by financial and/or strategic buyers in previously privately negotiated transactions Peer company analysis: Comparing current market multiples to current peer company public trading multiples

#### Adjustments

Cyclicality: Normalize earnings for the economic cycle

Accounting versus economic: Normalize earnings for accounting nuances to better reflect economic reality

Unsustainable profitability: Normalize earnings for changes to the business outlook and other unusual factors

Wtd. Avg. Market Cap measures the size of the companies in which the portfolio invests. Market capitalization is calculated by multiplying the number of a company's shares outstanding by its price per share.

Dividend Yield: the portfolio's weighted average of the underlying portfolio holdings and not the yield of the portfolio.

Active Share is defined as the percentage of a portfolio that differs from its benchmark index. Active Share can range from 0% for an index portfolio that perfectly mirrors its benchmark to 100% for a portfolio with no overlap with an index.

Portfolio Turnover: a measure of the trading activity in an investment portfolio—how often securities are bought and sold by a portfolio. The range represents the typical turnover of the portfolio.

#### MADISON MID-CAP EQUITY COMPOSITE GIPS COMPOSITE REPORT

| Composite Assets            |               |                                 |                               |                              | GIPS COMPOSITE REPORT<br>Annual Performance Results |                      |                       |                      |   |   |                              |
|-----------------------------|---------------|---------------------------------|-------------------------------|------------------------------|---|----------------------|-----------------------|----------------------|---|---|------------------------------|
| Year                        | End           | Total Firm Assets<br>(millions) | USD (millions)                | Number of Accounts           | Composite Gross                                     | Composite Net (.80%) | Russell Midcap® Index | Composite Dispersion | Composite 3-Yr.<br>Annualized Ex-Post<br>Standard Deviation | Index 3-Yr. Annualized Ex-<br>Post Standard Deviation | % of Bundled Fee<br>Accounts |
| QTD+                        |               |                                 |                               |                              | 7.29%   | 7.08%                | 9.22%                 |                      |   |   |                              |
| YTD+                        |               |                                 |                               |                              | 13.30%  | 12.62%               | 14.64%                |                      |   |   |                              |
| 1 Year^                     |               |                                 |                               |                              | 29.78%  | 28.74%               | 29.34%                |                      |   |   |                              |
| 3 Years^                    |               |                                 |                               |                              | 12.79%  | 11.89%               | 5.75%                 |                      |   |   |                              |
| 5 Years^                    |               |                                 |                               |                              | 13.19%  | 12.29%               | 11.30%                |                      |   |   |                              |
| 10 Years^                   |               |                                 |                               |                              | 13.37%  | 12.47%               | 10.19%                |                      |   |   |                              |
| Since Inception             |               |                                 |                               |                              | 11.80%  | 10.93%               | 10.42%                |                      |   |   |                              |
| Figures above are a         | as of Septern | ber 30, 2024. AReturns ar       | e annualized if inception dat | e is more than one year ago. |   |                      |                       |                      |   |   |                              |
| 2023                        |               | 17,291                          | 1,334                         | 237                          | 27.61%  | 26.58%               | 17.23%                | 0.47%                | 17.59%  | 19.11%  | 0%                           |
| 2022                        |               | 16,693                          | 920                           | 169                          | -12.64%   | -13.34%              | -17.32%               | 0.60%                | 21.77%  | 23.62%  | 0%                           |
| 2021                        |               | 19,129                          | 1,049                         | 152                          | 27.56%  | 26.57%               | 22.58%                | 1.07%                | 18.61%  | 20.55%  | 0%                           |
| 2020                        |               | 14,498                          | 881                           | 138                          | 10.32%  | 9.47%                | 17.10%                | 0.88%                | 18.96%  | 21.82%  | 0%                           |
| 2019                        |               | 13,993                          | 814                           | 92                           | 35.06%  | 34.02%               | 30.54%                | 0.44%                | 10.72%  | 12.89%  | 0%                           |
| 2018                        |               | 12,895                          | 612                           | 106                          | -0.86%  | -1.65%               | -9.06%                | 0.32%                | 10.40%  | 11.98%  | 0%                           |
| 2017                        |               | 13,761                          | 643                           | 138                          | 16.72%  | 15.80%               | 18.52%                | 0.47%                | 9.74%   | 10.36%  | 0%                           |
| 2016                        |               | 13,312                          | 607                           | 126                          | 13.51%  | 12.59%               | 13.80%                | 0.43%                | 11.28%  | 11.55%  | 0%                           |
| 2015                        |               | 13,030                          | 546                           | 91                           | 2.00%   | 1.19%                | -2.44%                | 0.31%                | 10.76%  | 10.85%  | 0%                           |
| 2014                        |               | 13,953                          | 640                           | 95                           | 10.76%  | 9.87%                | 13.22%                | 0.29%                | 9.41%   | 10.14%  | 0%                           |
| 2013                        |               | 12,112                          | 787                           | 96                           | 30.20%  | 29.23%               | 34.76%                | 0.47%                | 12.35%  | 14.03%  | 0%                           |
| 2012                        |               | 6,984                           | 197                           | 53                           | 17.11%  | 16.21%               | 17.28%                | 0.25%                | 15.16%  | 17.20%  | 0%                           |
| 2011                        |               | 7,320                           | 11                            | 27                           | 6.19%   | 5.35%                | -1.55%                | 0.22%                | 18.41%  | 21.55%  | 0%                           |
| 2010                        |               | 7,349                           | 5                             | 9                            | 22.14%  | 21.21%               | 25.48%                | 0.46%                | 22.20%  | 26.46%  | 0%                           |
| 2009                        |               | 6,766                           | 4                             | 10                           | 25.88%  | 24.92%               | 40.48%                | 1.06%                | 20.21%  | 24.22%  | 0%                           |
| 2008                        |               | 5,282                           | 3                             | 11                           | -35.28%   | -35.86%              | -41.46%               | 0.33%                | 16.84%  | 19.36%  | 0%                           |
| 2007                        |               | 7,273                           | 29                            | 14                           | 10.47%  | 9.61%                | 5.60%                 | 0.35%                | 8.29%   | 9.48%   | 0%                           |
| 2006                        |               | 7,782                           | 12                            | 8                            | 17.99%  | 17.09%               | 15.26%                | 0.56%                | 8.13%   | 9.62%   | 0%                           |
| 2005                        |               | 8,793                           | 10                            | 8                            | 1.75%   | 0.94%                | 12.65%                | N/A                  | 10.67%  | 11.22%  | 0%                           |
| 2004                        |               | 8,813                           | 7                             | Five or fewer                | 21.06%  | 20.14%               | 20.22%                | N/A                  | 13.68%  | 15.28%  | 0%                           |
| 2003                        |               | 7,419                           | 6                             | Five or fewer                | 32.47%  | 31.48%               | 40.06%                | N/A                  | 15.85%  | 18.51%  | 0%                           |
| 2002                        |               | 6,272                           | <1                            | Five or fewer                | -14.16%   | -14.88%              | -16.19%               | N/A                  | 16.07%  | 19.65%  | 0%                           |
| 2001                        |               | 5,526                           | <1                            | Five or fewer                | 16.28%  | 15.38%               | -5.62%                | N/A                  | 14.72%  | 18.35%  | 0%                           |
| 2000                        |               | 4,584                           | <1                            | Five or fewer                | 20.35%  | 19.43%               | 8.25%                 | N/A                  | 15.78%  | 18.96%  | 0%                           |
| 1999                        |               | 3,956                           | 8                             | 9                            | 13.71%  | 12.83%               | 18.23%                | 1.20%                | 15.51%  | 17.22%  | 0%                           |
| 1998                        |               | 3,682                           | 7                             | 10                           | 7.59%   | 6.73%                | 10.09%                | 1.00%                | · ·   | -   | 0%                           |
| 1997                        |               | 3,122                           | 8                             | 12                           | 20.88%  | 19.96%               | 29.01%                | 2.30%                | -   | -   | 0%                           |
| 04/01 - 12/31/1<br>+Prelimi |               | 2,641                           | 7                             | 13                           | 10.87%  | 10.23%               | 12.24%                | N/A                  | -   | -   | 0%                           |

+Preliminary

N/A - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.

As of December 31, 2023, total assets under advisement in this strategy are \$3,497 million encompassing bundled fee accounts, non-bundled fee accounts and non-discretionary accounts which include \$1,690 million in model-traded assets. This is presented as supplemental information. Mid-Cap Equity Composite contains fully discretionary direct mid cap equity accounts. The composite seeks to invest in high quality, midcap companies with a growth orientation. Generally, 80% of the rowsted assets will fail within a market capitalization range of between \$500 million and \$200 millio

For the purposes of GIPS compliance and the determination of total assets under management, the Firm is defined as Madison. Madison presents Madison hysetment Advisors, LLC ("MAP") and Madison Asset Management, LLC ("MAP"), two investment Advisors, and composite management, all composite as managed by MAI hc. 2010, the Firm's comparise management, all composite managed by MAI hc. 2011, get the two companies. Because MAI and MAM share all resources and personnel at their mutual Wisconsin office locast in and diverse, for periods after March 31, 2013, the collective definition of the time (Madison) includes accounts and assets managed by MAI and MAI. Morever, the firm (Madison) includes accounts managed by MAM and MIA. However, the firm (Madison) includes accounts managed by MAI and March Man. However, the firm (Madison). The transaction resulted in no change to the resources of personnel as the sole purpose of this change was to simplify Madison's legal corporate structure. Prior to January 1, 2014, Socttsdale di not claim GIPS compliance and no performance for composite assets became part of the firm (Madison). The transaction resulted in no change to the resources or personnel as the sole purpose of this change was to simplify the legal corporate structure. Prior to October 30, 2020 (Fer to those composite assets became part of the firm (Madison). The transaction resulted in no change to the resources or personnel as the sole purpose of this change was to simplify the legal corporate structure. Prior to October 30, 2020, (FIC those composite assets and accounts managed by MAI hc. 2011, Masta accurate the accurate the test and the definition of the firm (Madison). The transaction resulted in no change to

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Beginning January 1, 2001, composite policy requires the temporary removal of any portfolio incurring a client-initiated significant cash inflow or outflow of greater than 75% of portfolio assets for the period. Past performance is not indicative of future results.

The U.S. Dollar is the currency used to express performance. Time-weighted returns are presented gross and net of management fees and include the reinvestment of all income. Non-bundled fee accounts generally have gross returns which are stated gross of all fees and have been reduced by transaction costs. The pure gross returns velice transaction costs gross returns which are stated gross of all fees and have been reduced by transaction costs. The pure gross returns which are stated gross of all fees and have not been reduced by transaction costs. The pure gross returns velice transaction costs gross returns which are stated gross of all fees and have not been reduced by transaction costs. The pure gross returns velice are calculated using the highest annual fee of 0.80%, as described below, applied quarterly for periods beginning January 1, 2022. Actual returns will be reduced by investment advisory fees and other expenses that may be incurred in the management of the account. The collection of fees produces a compounding effect on the total rate of return net of management fees. As an example, the effect of investment management fees on the total value of a calculated using the highest dispersion results effects of \$59,816 over five years and \$143,430 over ten years. The annual composite dispersion presented is an equilave-weighted standard deviation of both the composite (using monthly gross returns) and the benchmark are required to be presented for year-end periods beginning in 2011. Policies for valuing investment advisory fee works and and and preparing GIPS Reports are available upon required. The Mid-Cap Equity Composite was created January 1, 2003, and the inception date is March 31, 1996.

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# Sewerage and Water Board of New Orleans EARNEST Partners Mid Cap Core



# ☑ PRESENTER BIOGRAPHIES

#### **EARNEST** PARTNERS

# Jeffrey Jackson Director

Mr. Jackson is a member of the product management team at EARNEST Partners. Prior to joining EARNEST Partners, he worked for the global investment bank, Evercore, in New York where he helped lead their Real Estate advisory practice as a Managing Director. His extensive background also includes experience in acquisitions, development and debt restructuring within Real Estate. He is a graduate of the Tuck School of Business at Dartmouth where he holds an MBA and was a Consortium Fellow and he holds a BS in Finance from Hampton University where he was a Presidential Scholar. Mr. Jackson was a member of the SEO Career Program and later served as a former collegiate basketball player and maintains an active lifestyle with his passion for cycling.

## Chris Hovis, CFA Partner

Mr. Hovis is the co-head of the equity investment team at EARNEST Partners. Prior to joining EARNEST Partners, he served as a Senior Analyst with Morgan Keegan where he was an analyst in US Software. His extensive background also includes experience in the information technology industry as well as in Equity Research with SunTrust Robinson Humphrey and CQ Partners. Previously, he was VP of Marketing and Business Development at Lancope, and a senior software engineer at Intel and Alliance Semiconductor. He holds an MBA with Distinction from The Wharton School of Business and Bachelor degrees with Highest Honors in Electrical Engineering from Georgia Tech and in Physics from Centre College. Mr. Hovis is also a member of the CFA Institute and the CFA Society Atlanta.





- Over **\$30 Billion** in Assets Under Management
- **Global:** Atlanta & Shenzhen
- 100% Employee Owned
- Over **250** Institutional Relationships

# REPRESENTATIVE CLIENT LIST

**EARNEST** PARTNERS

Raytheon Technologies

MetLife

New York State Common Retirement Fund

Illinois State University Retirement System

Northern Trust

Harbor Capital Advisors

Wells Fargo

City of Atlanta

State of North Carolina

**Exelon** Corporation

Kyocera

Morgan Stanley

Los Angeles Water & Power

University of Chicago

Charlotte-Mecklenburg Hospital

**General Mills** 

Merrill Lynch

New York City Employees Retirement System

# **Our Practitioners**

EARNEST Partners • MID CAP CORE

# **POINTS OF DIFFERENCE**



Experience

Consistent

Practitioners
#### EARNEST PARTNERS

#### Paul E. Viera CEO & Partner

Paul Viera is the founder and Chief Executive Officer of EARNEST Partners, a global investment firm responsible for overseeing over \$30 billion for municipalities, states, corporations, endowments, and universities. He conceived and developed *Return Pattern Recognition*<sup>®</sup>, the investment methodology used to screen equities at EARNEST Partners.

Mr. Viera has a BA in Economics from the University of Michigan, an MBA from the Harvard Business School, and has over thirty years of investment experience. He was a Vice President at Bankers Trust in both New York and London. He later joined Invesco, where he became a Global Partner and senior member of its investment team.

Mr. Viera serves as a member of the following Boards: the Board of Managers and minority owner of the San Antonio Spurs, the Board of Take-Two Interactive (TTWO), the Board of Dean's Advisors for Harvard Business School, the Board of Directors for the University of Michigan Alumni Association, the National Center for Human & Civil Rights, the External Advisory Board for the University of Michigan School of Information, and a member of the Council on Foreign Relations. Additionally, he serves as a Trustee of the Woodruff Arts Center. In the past, Mr. Viera has made significant contributions as a member of the Board of Foreign Advisors of Haitong Securities (the second largest Chinese securities firm), the Carter Center Board of Councilors, the Emory University Board of Visitors, and the Cristo Rey Atlanta Jesuit High School Board. See Form ADV, Part 2B, for additional information.

#### Chris Hovis, CFA Partner

Mr. Hovis is co-head of the equity investment team at EARNEST Partners. Prior to joining EARNEST Partners, he served as a Senior Analyst with Morgan Keegan where he was an analyst in US Software. His extensive background also includes experience in the information technology industry as well as in Equity Research with SunTrust Robinson Humphrey and CQ Partners. Previously, he was VP of Marketing and Business Development at Lancope, and a senior software engineer at Intel and Alliance Semiconductor. He holds an MBA with Distinction from The Wharton School of Business and Bachelor degrees with Highest Honors in Electrical Engineering from Georgia Tech and in Physics from Centre College. Mr. Hovis is also a member of the CFA Institute and the CFA Society Atlanta. See Form ADV, Part 2B, for additional information.

#### Patmon Malcom, CFA Partner

Mr. Malcom is responsible for product management at EARNEST Partners. Prior to joining EARNEST Partners, he worked for J. P. Morgan Chase in New York. He was a member of the Global Investment Bank providing corporate finance coverage to natural resource companies. He is a graduate of the United States Military Academy at West Point and holds an MBA from Emory University, where he was a Donald Keough Scholar. Mr. Malcom led the Varsity Football team at West Point in scoring for three consecutive years. In his senior year, he was named the "Chevrolet Player of the Game" in the annual Army-Navy game. He also served as a helicopter pilot in the United States Army for more than seven years, an experience that included commanding a Blackhawk Helicopter Company along the demilitarized zone between North and South Korea. Mr. Malcom is a member of the CFA Institute and the CFA Society Atlanta.

#### EARNEST PARTNERS

#### Trey Greer, CFA, CPA Partner

Mr. Greer is a member of the investment team at EARNEST Partners. He has a BS in Business Administration and a Master of Accounting from the University of North Carolina at Chapel Hill and an MBA from Emory University. He has over 20 years of investment experience and began his career in public accounting. He later joined AMVESCAP PLC where he was an Investment Manager with assignments in London, Houston, and Atlanta. He is a member of the CFA Institute, the CFA Society Atlanta, and the American Institute of Certified Public Accountants.

#### Chris Fitze, CFA Partner

Mr. Fitze is a member of the investment team at EARNEST Partners. He holds an MBA from the University of Chicago Booth School Of Business and a BA in Economics from Emory University, where he was an Academic All-American in golf and a member of the International Economics Honor Society. His graduate studies concentrated on the impact of fiscal and monetary policy on interest rates along with other areas of finance and economics. He is also a member of the CFA Institute and the CFA Society Atlanta. See Form ADV, Part 2B, for additional information.

#### Dinkar Singh, Ph.D. Partner

Dr. Singh is co-head of the equity investment team at EARNEST Partners. Prior to joining EARNEST Partners, he worked at the IBM Watson Research Center in the Silicon Technology group. Leading a team of Ph.D.s/engineers, he helped develop semiconductor technology for next-generation electronic chips, resulting in the first demonstration of an advanced memory and world record chip speed and was awarded five U.S. patents with four additional patent applications pending. Dr. Singh has a Ph.D. from Stanford University in Applied Physics, an MBA with high honors from the University of Chicago, and studied previously at the Indian Institute of Technology. Dr. Singh is fluent in Hindi. See Form ADV, Part 2B, for additional information.

#### Pavel Sokolov, CFA, Ph.D. Director

Dr. Sokolov is a member of the investment team at EARNEST Partners. Prior to joining EARNEST Partners, he specialized in interest rate risk modeling, credit research, liability modeling, and evaluation of new bond issues for various financial institutions. His experience also includes an analyst role where he evaluated balance sheet strength, cash flow generation, return on invested capital and other metrics on corporate entities for trading strategies at a broker-dealer firm. Most recently, he was a managing director, risk officer and portfolio manager at a global tactical asset allocation firm. He is a former winner of the Russian regional Olympiads in Mathematics, Physics and Chemistry. Dr. Sokolov completed his undergraduate studies in Russia, holds an MBA in Finance from the UCLA Anderson School of Business, and a Doctorate in Engineering from Cleveland State University. He is a CFA charter holder and a member of the CFA Society Atlanta. Dr. Sokolov is fluent in Russian. See Form ADV, Part 2B, for additional information.

#### EARNEST PARTNERS

#### Becky Do Partner, Chief of Staff

Ms. Do is a member of the administration team at EARNEST Partners. She has more than fifteen years of financial experience. She began her career as an equity analyst with The Retirement Systems of Alabama. She later joined a global investment management firm as a senior professional, where she was responsible for research, trading and portfolio management. She has an MBA in Finance from Auburn University and is a member of The Institute of Management Accountants (IMA) and The Society for Human Resource Management (SHRM). Ms. Do is fluent in Vietnamese.

#### Richard Burgess, CFA Director

Mr. Burgess is a member of the investment team at EARNEST Partners. Prior to joining EARNEST Partners, Mr. Burgess served as an Artillery Officer in the United States Army, with duties ranging from tactical planning for combat operations to intelligence gathering and dissemination. His military experience includes a combat tour in Iraq, during which he earned the Bronze Star Medal for meritorious service. A graduate of the Army Ranger School, he also commanded a stateside detachment, where he was responsible for logistical planning and support for a deployed 900-person infantry battalion, as well as for training 200+ soldiers in battlefield survival skills. He holds a BS in Engineering Physics from the United States Military Academy at West Point, where he was ranked in the top 3% of cadets in terms of academic standing and was awarded the Lieutenant General Leslie R. Groves Memorial Award for the highest overall achievement in Nuclear Physics. Mr. Burgess also holds an MBA from the Harvard Business School.

#### Jeffrey Jackson Director

Mr. Jackson is a member of the product management team at EARNEST Partners. Prior to joining EARNEST Partners, he worked for the global investment bank, Evercore, in New York where he helped lead their Real Estate advisory practice as a Managing Director. His extensive background also includes experience in acquisitions, development and debt restructuring within Real Estate. He is a graduate of the Tuck School of Business at Dartmouth where he holds an MBA and was a Consortium Fellow and he holds a BS in Finance from Hampton University where he was a Presidential Scholar. Mr. Jackson was a member of the SEO Career Program and later served as a member of the SEO Junior Leadership Board. Mr. Jackson is a former collegiate basketball player and maintains an active lifestyle with his passion for cycling.

#### Yugeng Sun, CFA Director

Mr. Sun is responsible for research and portfolio management at EARNEST Partners. As a contributing member of the fixed income portfolio management team, he serves as a portfolio manager and analyst. As an analyst, he follows existing credits and identifies new ones. Additionally he monitors the status of such US Agency programs as SBA DCPC and FNMA DUS. With the other members of the team, he trades for all client portfolios. Other duties include attribution analysis and cash flow testing. He is an honor graduate of the University of Michigan with a Bachelor of Science in Financial Mathematics and Economics. During his tenure at the University of Michigan, he worked with two asset management firms with duties including the use of statistical methods such as multi-factor linear regression and Monte Carlo simulations to identify and understand the drivers of mutual fund performance. Mr. Sun has an MBA from the University of Chicago Booth School of Business, where he serves as a Booth Ambassador and a member of the Admission Committee.

EARNEST PARTNERS

#### Thomas Venezia, CFA Director

Mr. Venezia is a member of the investment team at EARNEST Partners. Prior to joining EARNEST Partners he was a professional in energy trading, risk management and business valuation advisory. His responsibilities included financial statement analysis, financial risk modeling, portfolio risk monitoring, derivative valuation, and the development of hedging strategies. He holds an MBA from Emory University and is a magna cum laude graduate of the University of South Carolina. He is a member of the Global Association of Risk Professionals, having completed the first of two sections of the Financial Risk Manager examination. He is a member of the CFA Institute and the CFA Society Atlanta.

#### Michael Auzenne Associate Director

Mr. Auzenne is a member of the investment team at EARNEST Partners. Prior to joining EARNEST Partners, Mr. Auzenne was a Senior Director of Brand Insights and Analytics for Buffalo Wild Wings (BWW) and Baskin Robbins (BR). In this role, he managed stakeholder relationships and led the analysis of internal and external data to generate insights for improving business performance. In 2021, he was named one of the 28 Young Restaurant Leaders to Watch by QSR Magazine. Previously, Mr. Auzenne worked for The Boston Consulting Group (BCG). on consulting engagements. Mr. Auzenne was also an Investment Banker in the Financial Institutions Group (FIG) with Bank of America Merrill Lynch in New York. Mr. Auzenne holds a BA in Mathematical Economics from Colgate University where he played on the varsity football team. He also holds an MBA from the Harvard Business School. In his spare time, Mr. Auzenne enjoys running and non-profit work, including PowerUP, an organization he co-founded to serve at-risk Atlanta youth, and Big Brothers Big Sisters (BBBS).

#### Ralph Saturné Associate Director

Mr. Saturné is a member of the investment team at EARNEST Partners. He holds an MBA from Babson College's Olin Graduate School of Business and a Bachelor of Science from Babson College. He has extensive experience across a wide breadth of structured products that include explicit and implicit governmentguaranteed, commercial mortgage-backed, and asset-backed securities. Prior to joining EARNEST Partners, Mr. Saturné spent nearly a decade on the investment team at Income Research and Management, and prior to that, Mr. Saturné spent several years at US Bank's Corporate Trust division covering primarily nonagency residential mortgages.

#### Aaron Kirchoff, CFA Director

Mr. Kirchoff is a member of the product management team at EARNEST Partners. He is a graduate of the United States Air Force Academy and holds an MBA from the Spears School of Business at Oklahoma State University. Mr. Kirchoff was a 3-year starter for the Air Force Academy's NCAA Division I football program where he was elected team Captain his senior year. Prior to joining EARNEST Partners, he was the Senior Financial Analyst for Moody Air Force Base where he was responsible for executing a \$300 million annual budget supporting operations both stateside and abroad. Mr. Kirchoff also served in Operation Enduring Freedom while deployed to Kabul, Afghanistan where he led a team responsible for formulating budgets and conducting audits. Mr. Kirchoff serves on the Air Force Academy Nomination Board for the U.S. Senator's office in Georgia. He is also a member of CFA Institute and CFA Society Atlanta. Mr. Kirchoff is a nationally ranked Olympic weightlifter and CrossFit competitor.

#### EARNEST PARTNERS

#### Hollis Gilliam Director

Mr. Gilliam is head of the trading team at EARNEST Partners and manages the firm's relationships with brokers and trading platforms. He previously served as Senior Equity Trader for an international research and investment boutique. During his tenure, Mr. Gilliam was responsible both for executing trades for the firm's institutional clients and for providing real-time market analysis and ideas to the research team. His professional experience also includes a client advisory role for MetLife and, prior to that, the structuring and execution of municipal bond deals for PFM Group in Philadelphia. Mr. Gilliam received a Bachelor of Science degree in Finance from West Chester University.

#### **Christopher Lee, Ph.D.** Investment Management

Dr. Lee is a member of the investment team at EARNEST Partners. Prior to joining EARNEST Partners, he was a Scientific Strategy Analyst at CytoAgents, a clinical-stage biotechnology company associated with COVID-19 and oncology CAR-T cell therapy. In that role, Dr. Lee developed Core propositions for treating candidate diseases, and helped raise capital to fund pre-clinical and Phase I trials. Prior to that, Dr. Lee worked as a consultant advising the CDC, where he developed protocols for its Viral Vaccine-Preventable Branch. Dr. Lee holds a Ph.D. in Microbiology and Immunology from the University of Pittsburgh, where he co-authored multiple scientific publications and developed programs to computationally analyze RNA sequencing and imaging datasets. Dr. Lee also holds a B.S. in Microbiology from the University of Georgia. He speaks fluent Korean and enjoys cycling, cooking, fantasy football and piano in his spare time.

#### Haley Watson, CFA Associate Director

Ms. Watson is a member of the investment team at EARNEST Partners. Her responsibilities include continuing research on government, municipal, mortgage and corporate issuers, including relevant ESG updates. Ms. Watson brings experience using R for statistical analysis to the team with potential portfolio applications. She graduated magna cum laude from Wake Forest University, where she earned a Bachelor of Arts in Psychology with Honors and a minor in Statistics. She is also listed as a co-author on a published psychological study related to her senior thesis. Ms. Watson is a member of the CFA Institute and the CFA Society Atlanta.

#### Phyllis Guo Investment Management

Ms. Guo is a member of the investment team at EARNEST Partners. She is responsible for conducting market research and analysis, executing trades and implementing strategies to optimize fixed income portfolios. Prior to joining EARNEST Partners, Ms. Guo was a mortgage trading analyst at Goldman Sachs where she worked on U.S. residential whole loan bids by providing loan pricing and analytics to the mortgage trading desk. She was also involved in monthly Agency CMO issuance structuring and deal management. Ms. Guo holds a BS in Quantitative Sciences with high honors from Emory University. She is fluent in Mandarin. In her free time, she enjoys traveling, hiking, cooking and volunteering at animal shelters.

#### EARNEST PARTNERS

#### Xiaolu Li Investment Management

Ms. Li is a member of the investment team at EARNEST Partners. Originally from China, Ms. Li worked for a number of years in Logistics providing technical consultation and project management for multimodal transportation (sea, rail, road) to successfully move heavy equipment and cargo for global clients. Most recently based in Singapore with deugro Group, Ms. Li also managed teams in the Philippines and Indonesia. Additionally, she has experience in data analytics along with proficiency in Python, R, SQL and Tableau. Ms. Li holds a master's degree in mechanical engineering from Nanyang Technological University, Singapore and a bachelor's degree in Materials Science and Engineering from Changchun University of Science and Technology, China where she earned a National Scholarship and graduated in the top 1%.

#### Naomi Lynch Investment Management

Ms. Lynch is a member of the investment team at EARNEST Partners. Prior to joining EARNEST Partners, she worked at Nike as a strategist within the Footwear and Apparel Innovation team where she guided the development and launch of several footwear and apparel products. Previously, Ms. Lynch worked at the ticketing platform Eventbrite where she leveraged analytics to generate customer acquisition and retention insights. She also served as a technology consultant at Accenture and technology innovation researcher within the Accenture Labs. Ms. Lynch holds an MBA from Harvard Business School as well as a MS in mechanical engineering and a BS in aerospace engineering from Massachusetts Institute of Technology. In her spare time, Ms. Lynch enjoys weight lifting and live music.



### □ OUR INVESTMENT PROCESS





### **SCREEN: RETURN PATTERN RECOGNITION**<sup>®</sup> **EARNEST** PARTNERS





#### CONSTRUCT: DOWNSIDE DEVIATION EARNEST PARTNERS



Returns



## Appendix

EARNEST Partners • MID CAP CORE



• As of September 30, 2024

- Gross performance reflects the deduction of transactions costs and net performance also reflects the deduction of a model fee (0.90%) that is equal to the highest fee charged to the intended audience to whom this advertisement is disseminated.
- Past performance is not a guarantee of future results.
- Periods greater than one year are annualized.
- Performance Inception is October 2003.

# **Portfolio Performance Over Time**





\*EARNEST Partners Mid Cap Core Composite (Net)

 Net performance reflects the deduction of transactions costs and model fee (0.90%) that is equal to the highest fee charged to the intended audience to whom this advertisement is disseminated

Past performance is not a guarantee of future results. Inception date is 10/1/2003.

Please See Important Disclosure Notes at End.

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# Mid Cap Core Model Portfolio Relative Weights



Data from FactSet as of 9/30/2024. Numeric values listed as percentages. Please See Important Disclosure Notes at End.

### DISCLOSURES

#### EARNEST Partners ("EP") Mid Cap Core Disclosures

- Mid Cap Core performance represents the Mid Capitalization Core Composite which has an inception date of October 1, 2003, and contains fully discretionary equity accounts, measured against the Russell Midcap<sup>®</sup> Index or similar indices, with the objective of capital appreciation by investing in mid-sized value companies we believe are undervalued with above-average price appreciation potential. Actual client performance may vary significantly from the Mid Capitalization Composite performance, depending on client restrictions, guidelines, inception date, size of the account, and other factors.
- The Mid Capitalization Value Composite historically consisted of accounts managed against the Russell Midcap<sup>®</sup> and Russell Midcap<sup>®</sup> Value Indices beginning with its inception on October 1, 2003. Effective May 1, 2007, the Mid Capitalization Core Composite was created, having the same history as the Mid Capitalization Value Composite, but including only accounts managed against the Russell Midcap<sup>®</sup> Index on a prospective basis. Accounts managed against the Russell Midcap<sup>®</sup> Index remained in the Mid Capitalization Value Composite on a prospective basis.
- Gross performance reflects the deduction of transactions costs and net performance also reflects the deduction of a model fee (0.90%) that is equal to the highest fee charged to the intended audience to whom this advertisement is disseminated. Actual fees may vary depending upon, among other things, the applicable fee schedule and portfolio size. EP's fees are available on request and also may be found in Part 2A of its Form ADV.
- Past performance is not a guarantee of future results. Performance data is preliminary.
- Investing in securities involves risk of loss including the risk of loss of the entire investment. Investment should be made only after consulting with independent, qualified sources of accounting, investment, legal, tax and other advice.
- Performance results are time-weighted returns that use the trade-date accounting method, include the reinvestment of all income, and reflect cash flows into and out of portfolios in the composite.
- Beta is a measure of volatility. The 5-year trailing beta of the Mid Capitalization Core Composite as of the most recent quarter-end is 0.91 and is calculated gross of fees.
- Batting Average is defined as the rolling three-year net of fees return versus the benchmark since inception through the most recent quarter-end. As of the most recent quarter, the rolling three-year batting average of the Mid Capitalization Core Composite is 68.66%.
- Mid Cap Core portfolio returns are generally benchmarked to the Russell Midcap<sup>®</sup> Index. Mid Cap Core portfolio structure and security holdings, however, may differ from this benchmark.
- The Mid Cap Core Model Portfolio invests in stocks with market capitalization similar to the Russell Midcap® Index. Once a security is included in the Mid Cap Core Model Portfolio, it will generally remain in the model portfolio (or its weight may be changed) until EP's investment team determines that the investment thesis begins to show stress, or it has identified another company with superior return and risk characteristics.
- Actual client portfolios may vary from the Mid Cap Core Model Portfolio, depending on client restrictions, guidelines, inception date, size of the
  account, and other factors.
- Sector weightings measure allocations of securities held in the Mid Capitalization Core Model Portfolio as of the most recent quarter-end in sectors that follow the Standard & Poor's Global Industry Classification Standards ("GICS®"). Sector weightings are calculated by EP.

### DISCLOSURES

- Portfolio Characteristics are those of the Mid Cap Core Model Portfolio. Characteristics are calculated by EP using FactSet<sup>®</sup> data as of the most recent quarter-end and, if applicable, are calculated gross of fees.
- References to sample allocations is intended to illustrate examples of sector allocations that might be considered by EP's investment team as part of its investment process. References to sample allocations should not be viewed as representative of any particular portfolio. It should not be assumed that future sample allocations will be the same or similar to those included in these materials. There is no assurance that any sample allocation discussed herein is being considered at the time these materials are reviewed. Thus, sample allocations are subject to change at any time. Sector allocations of actual client portfolios may vary from sample allocations, depending on client restrictions, guidelines, inception date, size of the account, and other factors.
- Inclusion of references to individual securities is intended to illustrate contributors to performance or market trends and to provide examples of thematic or security-specific catalysts identified by EP's investment team as part of its investment process. References to specific securities should not be viewed as representative of an entire portfolio, nor should the performance of any particular security be viewed as representative of the performance experienced by any other security or portfolio. A complete listing of all EP investment selections for the past 12 months is available upon request. It should not be assumed that future recommendations will be profitable or will equal the performance of securities included in these materials.
- The list of representative clients includes current U.S. and international EP clients. Certain EP clients have requested that their names not be used in representative client lists, and other clients have consented to such use. The list is intended to be representative in nature. The list was not developed with the approval or disapproval of the listed client group nor with any inquiry as to whether the clients on the list approve or disapprove of EP or its investment advisory services. Performance based criteria were not used in developing the list.
- Nothing presented herein is intended to constitute investment advice and no investment decision should be made based on any information provided herein. Investments cited may not represent current or future holdings of EP investment products and nothing presented should be construed as a recommendation to purchase or sell a particular type of security or follow any investment technique or strategy. Information provided reflects EP's views as of a particular time. Such views are subject to change at any point and EP shall not be obligated to provide any notice of such change. While EP has used reasonable efforts to obtain information from reliable sources, it makes no representations or warranties and assumes no legal liability as to the accuracy, reliability or completeness of third- party information presented herein. Performance assumes the reinvestment of all income. No guarantee of investment performance is being provided and no inference to the contrary should be made.
- The Russell Midcap® Index offers investors access to the mid-cap segment of the U.S. equity universe. It is constructed to provide a comprehensive and unbiased barometer for the mid-cap segment and is completely reconstituted annually to ensure larger stocks do not distort the performance and characteristics of the true mid-cap opportunity set. The Russell Midcap® Index includes the smallest 800 securities in the Russell 1000®. The index is unmanaged and it is not possible to invest directly in an index.
- The Mid Cap Core strategy is available as a separate account and mutual fund. Please contact EP for additional information.
- EARNEST is a registered trademark of EARNEST Partners, LLC. EP also has certain trademarked processes, including Return Pattern Recognition<sup>®</sup>. In addition, EP's Meta Data Sort is a proprietary process.

### □ ADDITIONAL NOTES



#### EARNEST PARTNERS, LLC MID CAPITALIZATION CORE COMPOSITE ANNUAL GIPS COMPOSITE REPORT

|      |            |            |          |             |             |         |            | 3 Year    | 3 Year    |
|------|------------|------------|----------|-------------|-------------|---------|------------|-----------|-----------|
|      |            |            |          | Annual      | Annual      |         |            | Ex-Post   | Ex-Post   |
|      |            | Composite  |          | Performance | Performance |         |            | Standard  | Standard  |
|      | Total Firm | Assets     | Number   | Results     | Results     | Russell |            | Deviation | Deviation |
| Year | Assets     | (USD)      | of       | Composite   | Composite   | 2000    | Dispersion | Composite | Index     |
| End  | (millions) | (millions) | Accounts | Gross       | Net         | Index   | Gross      | Gross     | Gross     |
| 2023 | 31,660     | 2,052      | 33       | 17.82%      | 16.76%      | 17.23%  | 0.10%      | 18.20%    | 19.38%    |
| 2022 | 26,907     | 1,861      | 32       | -15.06%     | -15.82%     | -17.32% | 0.30%      | 22.11%    | 23.95%    |
| 2021 | 28,710     | 1,638      | 29       | 26.00%      | 24.87%      | 22.58%  | 0.10%      | 19.69%    | 20.84%    |
| 2020 | 25,737     | 1,201      | 22       | 21.25%      | 20.17%      | 17.10%  | 0.20%      | 21.40%    | 22.13%    |
| 2019 | 24,122     | 1,131      | 18       | 38.23%      | 36.99%      | 30.54%  | 0.30%      | 14.07%    | 13.08%    |
| 2018 | 19,971     | 777        | 20       | -10.11%     | -10.92%     | -9.06%  | 0.40%      | 12.75%    | 12.15%    |
| 2017 | 22,159     | 930        | 17       | 26.16%      | 25.03%      | 18.52%  | 0.20%      | 11.03%    | 10.51%    |
| 2016 | 19,617     | 796        | 18       | 16.50%      | 15.46%      | 13.80%  | 0.10%      | 12.56%    | 11.72%    |
| 2015 | 20,175     | 801        | 21       | 1.26%       | 0.36%       | -2.44%  | 0.20%      | 11.88%    | 11.00%    |
| 2014 | 22,941     | 961        | 22       | 10.58%      | 9.59%       | 13.22%  | 0.20%      | 11.40%    | 10.29%    |

### □ ADDITIONAL NOTES



#### ANNUALIZED RETURN:

| Year End            | Annual<br>Performance<br>Results<br>Composite Gross | Annual<br>Performance<br>Results<br>Composite Net | Russell<br>Midcap<br>Index |
|---------------------|---|---|----------------------------|
| 2023 Five-<br>Years | 16.14%  | 15.10%  | 12.68%                     |
| 2023 Ten-<br>Years  | 12.07%  | 11.07%  | 9.42%                      |

The Firm is defined as the legal entity EARNEST Partners, LLC (including the legal entity EARNEST Partners Limited, LLC by merger), excluding SMA/wrap program accounts. Prior to April 1, 2003, the legal entity EARNEST Partners, LLC and the legal entity EARNEST Partners Limited, LLC were defined as separate firms. Effective April 1, 2003, the legal entity EARNEST Partners, LLC and the legal entity EARNEST Partners Limited, LLC (subsequently merged into the legal entity EARNEST Partners, LLC), excluding SMA/wrap program accounts, were redefined retroactively as a single firm. The Firm maintains a complete list of composite descriptions, which is available upon request.

The Mid Capitalization Core Composite contains fully discretionary equity accounts and for comparison purposes is measured against the Russell Midcap Index. The Russell Midcap ® Index offers investors access to the mid-cap segment of the U.S. equity universe. It is constructed to provide a comprehensive and unbiased barometer for the mid-cap segment and is completely reconstituted annually to ensure larger stocks do not distort the performance and characteristics of the true mid-cap opportunity set. The Russell Midcap Index includes the smallest 800 securities in the Russell 1000 ® Index. The index is unmanaged and it is not possible to invest directly in an index.

This composite has a creation date of May 1, 2007 and an inception date of October 1, 2003 with the objective being the appreciation of capital by investing in mid-sized companies believed to be undervalued and having an above-average potential to increase in price. The minimum account size for this composite is \$2.5 million.

The Mid Capitalization Value Composite historically consisted of accounts managed against the Russell Midcap and Russell Midcap Value Indices beginning with its inception on October 1, 2003. During 2006 and the first part of 2007, a material dispersion in the risk parameters of these two indices occurred that the Firm believed would continue in the future. As a result, effective May 1, 2007, the Mid Capitalization Core Composite was created, having the same history as the Mid Capitalization Value Composite, but including only accounts managed against the Russell Midcap Index on a prospective basis. Accounts managed against the Russell Midcap Value Index remained in the Mid Capitalization Value Composite on a prospective basis.

### DISCLOSURES

Results are based on fully discretionary accounts under management, including those accounts no longer with the Firm. The U.S. Dollar is the currency used to express performance.

Prior to January 1, 2022, the composite policy provided for the temporary removal of any portfolio incurring a client contribution/withdrawal greater than 10% of portfolio market value ("Significant Flow"). Weighted model contributions or withdrawals were not considered cash flows for this purpose.

The annual composite dispersion presented is an asset-weighted standard deviation from the Composite return calculated for the accounts in the composite the entire year.

Returns include the reinvestment of all income. Net of fee returns above are based on a model fee of 0.90% applied monthly.. Actual returns will be reduced by investment advisory fees and other expenses that may be incurred in the management of the account. The collection of fees produces a compounding effect on the total rate of return net of management fees. Past performance is not indicative of future results. Net of fee returns above are based on the highest tiered fee applied monthly. The investment management fee schedule for the composite is 0.90% for all assets. Investment advisory fees are described in Part 2A of the Firm's Form ADV. Actual investment advisory fees incurred by clients may vary.

Additional information regarding the policies for valuing investments, calculating performance and preparing GIPS Reports are available upon request.

The Firm's list of pooled fund descriptions for limited distribution pooled funds is available upon request.

EARNEST Partners, LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS Standards. EARNEST Partners, LLC has been independently verified for the periods from January 1, 1999 to December 31, 2023.

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 Mid Capitalization Core Composite has been examined for the periods from October 1, 2003 to December 31, 2023. The verification and performance examination reports are available upon request.

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"We want to work for Sewerage and Water Board of New Orleans and are committed to delivering excellence."





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### MESIROW EQUITY MANAGEMENT

# Sewerage and Water Board of New Orleans 3Q2024

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MESIROW EQUITY MANAGEMENT ("MEM") IS A DIVISION OF MESIROW INSTITUTIONAL INVESTMENT MANAGEMENT, INC. ("MIIM") AN SEC-REGISTERED INVESTMENT ADVISOR. PLEASE SEE GIPS REPORTS AT THE END OF THIS PRESENTATION AND REFERENCE THE LAST PAGE FOR IMPORTANT ADDITIONAL INFORMATION.

PLEASE NOTE THAT THIS PRESENTATION CONTAINS INFORMATION THAT IS STRICTLY LIMITED TO THE INTEN 95 RECIPIENTS. IT IS NOT FOR USE WITH THE GENERAL PUBLIC AND MAY NOT BE DISTRIBUTED.

**Leo Harmon, CFA, CAIA** Chief Investment Officer, Portfolio Manager

### **Eugene Duffy**

Managing Director, Global Investment Management Distribution

Michael L. Nairne

Senior Advisor, Global Investment Management Distribution



### Contents

- 1. Mesirow overview
- 2. Investment philosophy
- 3. Investment process
- 4. Mesirow Small Cap Value
- 5. Appendix

### Mesirow "

### **About Mesirow**

- Global headquarters in Chicago with offices worldwide; more than 500 employees
- Strong balance sheet with \$380M in capital<sup>2</sup> and no debt
- Diversified institutional investment teams with specialized expertise with \$17.2B in assets under management



- Private Capital

As of 9.30.2024 unless otherwise noted. | 1. Mesirow Financial Investment Management, Inc. ("MFIM") is an investment advisory and management services firm and is an SEC-registered investment advisor, CFTC-registered commodity trading advisor ("CTA") and member of the NFA. Investment management services are provided through MFIM, Mesirow Institutional Investment Management, Inc. ("MIIM"), and Mesirow Financial Private Equity Advisors, Inc. ("MFPEA"), all SEC-registered investment advisors. Currency-related services are provided through MFIM, Mesirow Institutional Investment Management, Inc. ("MIIM"), and Mesirow Financial Private Equity Advisors, Inc. ("MFPEA"), all SEC-registered investment advisors. Currency-related services are provided through MFIM (Currency Division), in its capacity as a registered CTA. | 2. As of fiscal year end, 3.31.2024.

### Mesirow 🥠

### Mesirow corporate responsibility

### Corporate responsibility reflects our clients' values and has been a core value of the firm since its founding in 1937.



**DIVERSITY, EQUITY AND INCLUSION** Within a collaborative, entrepreneurial culture

- Mesirow Diversity, Equity and Inclusion Council leads a Six-Point DEI Commitment
- WomenConnect, PeerConnect, PrideConnect and ParentsConnect Employee Resource Groups
- Purposeful alignment with like-minded organizations to support marginalized communities and drive diversity objectives
- Two-year rotational program comprising four rotations across investment management divisions. Enables customized training, firmwide connections and critical skill development.



COMMUNITY ENGAGEMENT Investment of time, talent and financial support



SUSTAINABILITY

Strategies that seek to help investors prosper while doing good

- Signatory, Principles for Responsible Investment (PRI)
- Signatory, FX Global Code of Conduct
- Offerings across the capital structure and investment vehicles
- LEED Platinum certified headquarters; environmental improvement initiatives

### We invest in what matters

our clients | our communities | our culture

### Mesirow Equity Management strategies

Small Cap Value | 1994 Russell 2000 Value Index

Small Cap Core | 2019 Russell 2000 Index

Small Cap capacity: \$2.5B

SMID Cap Value | 2010 Russell 2500 Value Index

SMID Cap capacity: \$3.5B



#### Vehicles offered:

- Separately Managed Account (SMA)
- Collective Investment Trust (CIT)
- Mutual Fund (Small Cap Core only)

### Mesirow 🥠

### Clients benefit from our team's deep experience and alignment



**Leo Harmon\*\*, CFA, CAIA** Chief Investment Officer, Portfolio Manager

Financial Services
Industry start: 1994
Team start: 2003



Andrew S. Hadland\*, CFA Director of Research, Portfolio Manager

Technology

• Industry start: 1998

• Team start: 2002



- Kathryn A. Vorisek\*\* Head of Equity Management, Portfolio Manager
- Industry start: 1984
- Team start: 1996



**John L. Nelson\*, CFA** Portfolio Manager, Research Analyst

- Financial Services
- Industry start: 2000
- Team start: 2014



**Eric Jacobsohn\*, CFA** Portfolio Manager, Research Analyst

- · Capital Goods, Materials, Energy
- Industry start: 2002
- Team start: 2017



Bashir Ahmad Research Analyst

- Consumer
- Industry start: 1999
- Team start: 2021



Caleb Ezell Research Analyst

- Health Care
- Industry start: 2016
- Team start: 2022



#### Lisa Carriere Jackson\* Research Analyst

- Utilities
- Industry start: 2001
- Team start: 2011



- Mike Arens, CFA Research Analyst
- Industry start: 2020
- Team start: 2023

### All team members are invested in Mesirow Equity Management strategies.

### Mesirow 🥠

### Investment philosophy



Leo Harmon, CFA, CAIA Chief Investment Officer, Portfolio Manager

"We believe the key to generating consistent investment returns is the selection of investment opportunities that possess attractive valuations and demonstrate identifiable catalysts that are expected to generate accelerating earnings and cash flow growth."

#### **Investment objectives**

- Generate attractive risk-adjusted returns
  - Goal is to generate more than 200bps of alpha with 80-90% of market risk
- Consistently outperform the benchmark over a market cycle
- Participate in rising markets and protect capital in down markets
  - Expectation of upside participation of 100%; downside capture of less than 85%

### Attractive risk-adjusted returns

Small Cap Value as of September 30, 2024<sup>1</sup>



Mesirow Small Cap Value

Standard deviation (%)

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### Five-year characteristics and risk metrics

### Small Cap Value as of September 30, 2024



### Mesirow 🥠

### Investment overview

### Bottom-up stock selection

- Attractive valuation relative to peers and history
- Visible and measurable catalysts to drive growth of cash flow
- Emphasis on high-quality attributes



### **Top-down analysis**

- Integration of macro-economic data with stock selection
- Evaluation of business cycle trends and monetary policy
- Analyze the strength of end markets and access geographic exposure

### **Risk management**

- Diversification of sector and stock-specific exposure
- Consistent sell disciplines
- · Early identification of performance headwinds

### Consistent sell discipline

Our sell discipline strives to mitigate turnover and downside risk with the goal of improving risk-adjusted returns.

### **Price derived**

- Company achieves targeted valuation
- No new identifiable catalysts
- Company exceeds product-defined market cap



### **Fundamentally derived**

- Catalysts fail or are extended beyond investment horizon
- Material degradation in fundamentals
- Stronger investment opportunity exists

### **Risk derived**

- Monitor real-time macro/sector/company developments
- Analyze performance of holdings in various environments
- Adjust allocations to leverage portfolio strategy
## Investment example: Kyndryl Holdings (KD)

#### Purchase price: \$21 | Initial target price: \$34 base-case; \$45 bull-case

**Business description** | Kyndryl Holdings is a leading technology services company and the largest IT infrastructure services provider in the world, serving thousands of enterprise customers and with operations in over 60 countries. Kyndryl manages more than 60% of the outsourced mainframe capacity in the world. In November 2021, IBM spun-off the infrastructure services unit of its Global Technology Services segment, producing the publicly traded company, Kyndryl Holdings.

#### **Macro-level drivers**

- · Customers shifting to cloud-based services
- Increased need for cyber security and network reliability
- Customers adopting AI driving demand KD's services

#### **Company specific catalysts**

- Spin-off from IBM doubles the market opportunity from \$240B to \$530B
- Eliminating unprofitable contacts could add \$800M to margins
- Reallocation of resources could drive and additional \$600M of savings
- Acceleration of organic revenue growth

**Return expectations** | Base-case expected return of over 60% exceeds minimum return requirements of 20%. Bear-case risk to \$17 (~20% downside) vs bull case upside to \$45 (>110%) creates dramatically positive risk/return trade-off.

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#### Performance Small Cap Value as of September 30





| Returns (%)                  |   | QTD   | YTD   | 1-Year | 3-Year | 5-Year | 10-Year |
|------------------------------|---|-------|-------|--------|--------|--------|---------|
| Small Cap Value (gross)      | • | 11.50 | 17.80 | 28.01  | 10.97  | 14.40  | 10.61   |
| Small Cap Value (net)        |   | 11.37 | 17.39 | 27.40  | 10.44  | 13.84  | 10.04   |
| Russell 2000 Value Index     |   | 10.15 | 9.22  | 25.88  | 3.77   | 9.28   | 8.22    |
| Relative performance (gross) |   | 1.35  | 8.58  | 2.13   | 7.20   | 5.12   | 2.39    |
| Relative performance (net)   |   | 1.22  | 8.17  | 1.52   | 6.67   | 4.56   | 1.82    |

| Portfolio characteristics | 5-Year | 10-Year |
|---------------------------|--------|---------|
| Alpha                     | 5.66   | 3.12    |
| Beta                      | 0.87   | 0.87    |
| Information ratio         | 0.89   | 0.58    |

## Mesirow "

## Sector weights and characteristics

#### Small Cap Value as of September 30, 2024

| Sector (%)             | Small Cap<br>Value | Russell 2000<br>Value Index<br>39.5 |  |
|------------------------|--------------------|-------------------------------------|--|
| Financial Services     | 30.6               |                                     |  |
| Financials             | 22.0               | 28.1                                |  |
| Real Estate            | 8.6                | 11.4                                |  |
| Industrial Cyclicals   | 28.6               | 24.5                                |  |
| Industrials            | 15.7               | 12.2                                |  |
| Materials              | 8.3                | 5.1                                 |  |
| Energy                 | 4.6                | 7.2                                 |  |
| Secular Growth         | 20.5               | 15.1                                |  |
| Health Care            | 14.8               | 9.3                                 |  |
| Information Technology | 5.7                | 5.8                                 |  |
| Consumer Groups        | 14.9               | 15.7                                |  |
| Consumer Discretionary | 8.2                | 10.0                                |  |
| Consumer Staples       | 5.6                | 2.3                                 |  |
| Communication Services | 1.0                | 3.4                                 |  |
| Utilities              | 2.3                | 5.3                                 |  |
| Cash /Other            | 3.1                | 0.0                                 |  |

| Portfolio characteristics             | Small Cap<br>Value | Russell 2000<br>Value Index |
|---------------------------------------|--------------------|-----------------------------|
| Number of holdings                    | 84                 | 1,438                       |
| Forward price/earnings (median)       | 19.0x              | 20.4x                       |
| Year 2 EPS growth                     | 16.8%              | 12.0%                       |
| Weighted median market capitalization | \$4.6B             | \$2.5B                      |
| % of portfolio in top 10              | 15.4%              | 5.1%                        |

## Mesirow "

### Fee proposal

#### **Small Cap Value**

#### Standard fee schedule

| 0.85% | On the first \$25M |
|-------|--------------------|
| 0.75% | On the next \$25M  |
| 0.60% | On the next \$50M  |
| 0.55% | On the balance     |

#### Standard fee based on \$12M

0.85%

\$102,000

#### Sewerage and Water Board of New Orleans

#### Proposed fee schedule

| 0.70% | On the first \$10M |
|-------|--------------------|
| 0.65% | On the balance     |

#### Proposed fee based on \$12M

0.69% \$83,000

#### **Projected savings**

| Annual savings (\$) | \$19,000 |
|---------------------|----------|
| Annual savings (%)  | 19%      |

## Mesirow 🥠

## Why partner with Mesirow Equity Management

Our proven relative value investment philosophy and consistent approach to small and small-mid cap investing offers benefits including:



#### Experienced, diverse team

- Portfolio managers average 28 years investment experience
- Senior leadership has been together more than 20 years
- We believe our team's diversity enhances outcomes



#### **Differentiated process**

- Top-down macroeconomic analysis combined with a bottom-up approach
- Process identifies companies positioned to benefit from constructive macro and sector trends



#### **Disciplined approach**

- Our buy and sell disciplines strive to ensure ownership in high conviction ideas
- Our investment process actively manages portfolio risk



#### **Risk management**

- Preservation of client capital in market downturns through proven downside protection<sup>1</sup>
- Approximately 80% downside capture ratio since team's tenure<sup>2</sup>



## Thank you



### Market commentary summary and outlook

As of September 30, 2024

#### Small cap equities stage a strong rally in 3Q

- Market responds well to lower inflation and anticipated cut in Fed Fund rates
- · Soft landing scenario prevails but economic data continues to weaken on the margin
- · Inflation declines at a slow pace as service-level and housing inflation still elevated
- Markets beginning to decouple from rates; economic and earnings growth becoming more important
- Small cap equities outperformed large cap; small cap value slightly outpaces small cap growth
- Sector leadership driven by interest sensitive sectors (Real Estate, Utilities and Financials); Energy and Technology lagged

#### Strengths and opportunities for small/smid cap equities

- Better economic activity should lead to a broadening of earning revisions and better small cap earnings growth
- · Soft landing generally benefits small cap equities
- · Legacy liquidity, employment growth, lower energy prices and lower interest rates support consumer spending
- Small/smid cap equities heavily discounted relative to large cap despite comparable long-term earning growth
- Large cap outperformance cycle is entering its 14<sup>th</sup> year which is at the longer end of the historical range
- · Clearing election uncertainty could boost small cap returns

#### Threats to the market

- Slowing marginal economic growth limits upside
- · Fed handcuffed by higher fiscal spending
- Rates could move lower for the wrong reasons (lack of growth); bad news is bad news
- · Fed lowers too quickly and reignites inflation or too slowly and induces a recession
- Employment growth stalls

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## Mesirow 🥠

### **Investment process**

We employ fundamental analysis and disciplined risk management in an effort to achieve superior risk-adjusted performance.



Past performance is not indicative of future results. Please see GIPS disclosures for complete performance information and benchmark definitions.

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## Trends provide guidance for portfolio strategy

As of September 30, 2024

| Macro overview   | Trends   | Company specific drivers   |  |  |
|--|--|--|--|--|
| <ul> <li>Economic cycle</li> <li>Global economic activity still facing some headwinds</li> <li>US activity showing some weakness on the margin</li> <li>Geopolitical issues remain a wildcard</li> <li>Monetary policy</li> <li>Fed cuts rates but future pace is uncertain</li> <li>Most global central banks are easing</li> <li>China adding more stimulus to drive growth</li> <li>Expect interest rates to move lower at a slower pace</li> <li>Fiscal spending may accelerate post-election</li> <li>Deployment of funds for infrastructure</li> <li>No change in tax structure</li> <li>High debt levels and future spending initiatives may limit the Fed's easing cycle</li> <li>Policy changes driven by election outcome</li> </ul> | <ul> <li>Industrial trends</li> <li>US industrial activity continues to slow</li> <li>Early cycle activity becoming more challenged</li> <li>US "re-shoring" augments investment spending</li> <li>Infrastructure spending related to IRA and IIJA</li> <li>Consumer trends</li> <li>Employment trends remain positive</li> <li>Lower rates and falling gas prices benefit consumers</li> <li>Wage growth starting to moderate</li> <li>Spending shift from hard goods to experiences</li> <li>Lower mortgage rates may drive more housing-related activity</li> <li>Shift to digital economy aids technology</li> <li>Emphasis on healthcare companies that help reduce overall cost of care</li> </ul> | <ul> <li>New product cycle or extensions</li> <li>New markets for existing products</li> <li>Internal restructuring</li> <li>Strength to execute through cycles</li> <li>Management changes</li> <li>Regulatory changes</li> </ul> |  |  |
| <ul> <li>Portfolio positioning</li> <li>Adding cyclicality on pull backs; more aggressive near the bottom of the trading range</li> <li>Moderate exposure to companies and industries that will benefit from lower interest rates</li> </ul>   | <ul> <li>Shift in workloads to cloud driving improved business<br/>models for software</li> <li>Artificial Intelligence driving incremental computing<br/>requirements</li> <li>Shift from internal combustion engines to EV</li> </ul>  |  |  |  |

#### Increased consumer exposure as rates and energy prices decline

- Highlighting self-help strategies especially as nominal revenue growth slows
- Emphasis on maintaining margins as costs move higher and nominal growth decelerates
- Adding incremental exposure to revenue generation outside of the US

#### Other trends

- Forward earnings revisions still trailing large cap
- M&A activity is scheduled to accelerate
- · Watching for lagged effects of Fed policy
- Rising geo-political risks in Mid-east

## Small cap earnings still expected to outpace large cap in 2025





Sales growth by Index

Source: MEM using data from Furey Research and Bloomberg, L.P. S&P 500®: The S&P500® is widely regarded as the best single gauge of large-cap US equities. The index includes 500 leading companies and cover approximately 80% of available market capitalization.

Past performance is not indicative of future results. Please see the disclosures at the end of this presentation for additional, important information and for benchmark/index definitions.

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## Small cap equities are historically attractive relative to large cap

#### 10-Year annualized returns<sup>1</sup>

|       | Value | Core  | Growth |
|-------|-------|-------|--------|
| Large | 9.2%  | 13.4% | 16.5%  |
| Mid   | 8.9%  | 10.2% | 11.3%  |
| Small | 8.2%  | 8.8%  | 8.9%   |

#### Relative P/E Russell 2000 vs S&P 500<sup>2</sup>

#### Current P/E as percent of 20-Year average<sup>1</sup>

|       | Value | Core | Growth |
|-------|-------|------|--------|
| Large | 121%  | 137% | 149%   |
| Mid   | 109%  | 107% | 131%   |
| Small | 105%  | 116% | 162%   |

Relative P/E -





1. Source: MEM using data from JPMorgan Asset Management. | 2. Source: MEM using data from FTSE Russell, Bloomberg and CSFB. | The S&P 500 is a stock market index that tracks the stocks of 500 large cap US companies. Past performance is not indicative of future results. Please see the disclosures at the end of this presentation for additional, important information.

## Mesirow 🥠

### **Biographies**



#### Leo Harmon, CFA, CAIA

#### Senior Managing Director, Chief Investment Officer, Portfolio Manager & Chairman Emeritus of the Inclusion Council

Leo Harmon is Senior Managing Director of Mesirow Equity Management. As Chief Investment Officer, he oversees all aspects of the investment process. Leo is a Portfolio Manager for the Small Cap and SMID Cap strategies. He also works closely with John Nelson to implement our portfolio strategy within the Financial Services sector. Leo is also the immediate past Chair and current head of the nominating committee for the Mesirow DEI Council. Leo has more than 25 years of industry experience. He joined Mesirow when the firm acquired Fiduciary Management Associates in 2016. At FMA Leo was Director of Research, Portfolio Manager for the Small Cap Value and SMID Cap Value strategies and a Research Analyst covering the Financial Services sector. Prior to joining FMA in 2003, he was a Portfolio Manager at Allstate Insurance, Allstate Investments LLC. Leo is a member of the National Association of Securities Professionals and the Economics Club of Chicago. He is also a member of the CFA Society of Chicago where he was appointed to the board of directors and served as Chairman. Leo has served as Chairman on the External Investment Committee for the Office of the Illinois State Treasurer. He facilitates the firm's curriculum in the Big Shoulders Fund's "Stock Market Program" which provides education on the concepts of investing to eighth grade students in the neediest areas of inner-city Chicago. He also serves as a member of the Board of Trustees for Bradley University. Leo earned a Bachelor of Science in finance from Bradley University and a Master of Business Administration with a concentration in finance from the Fuqua School of Business at Duke University. He is a CFA® charterholder and a member of the CFA Institute.



#### Andrew S. Hadland, CFA

#### Managing Director, Portfolio Manager, Director of Research

Andrew Hadland is a Managing Director and Portfolio Manager in Mesirow Equity Management. He serves as the Director of Research and a Portfolio Manager for the small cap value and small-mid cap value strategies and provides analyst coverage for the technology sector. Andrew has 25 years of industry experience. Prior to joining Mesirow in 2016, he was a Managing Director and Research Analyst for Fiduciary Management Associates, LLC, which was acquired by Mesirow. Before that, he served as a Senior Equity Analyst at The Northern Trust Company and a Senior Analyst and co-Portfolio Manager at Conseco Capital Management. Andrew provides significant contribution to the firm's participation in the Big Shoulders Fund's "Stock Market Program" which provides education on the concepts of investing to eighth grade students in the neediest areas of inner-city Chicago. Andrew earned a Bachelor of Science in finance from Miami of Ohio University and a Master of Business Administration with dual concentration in finance and equity valuation from the Kelley School of Business at Indiana University. Andrew is a CFA® charterholder and member of the Chartered Financial Analyst Society of Chicago and the Chartered Financial Analyst Institute.



## Mesirow 🥠

### Biographies





#### **Eric M. Jacobsohn, CFA** FSA Credential Holder

#### Managing Director, Portfolio Manager, Research Analyst, Sustainability Portfolio Specialist

Eric Jacobsohn is a Managing Director in Mesirow's Equity Management group. He serves as a Research Analyst and sustainability Portfolio Specialist for the small cap and small-mid cap strategies and provides coverage for materials and industrial-related companies. Eric has more than 17 years of industry experience. Prior to joining Mesirow in 2017, he was at Calamos Investments where he was responsible for leading the research effort for US cyclicals. In this capacity, he conducted top-down and fundamental analysis on applicable sectors and made portfolio recommendations for potential investments. Before that, he was a buy-side senior equity Research Analyst at Columbia Wanger Investment Management and has also held analyst roles at William Blair & Company and Robert W. Baird & Company. Eric is a CFA<sup>®</sup> charterholder, a member of the CFA Society of Chicago and the CFA Institute and earned the FSA Credential from the Sustainability Accounting Standards Board. Eric earned a BBA in finance and real estate from the University of Wisconsin, and an MBA from the University of Chicago Booth School of Business.



#### Bashir Ahmad

#### Managing Director, Research Analyst

Bashir Ahmad is a Managing Director in Mesirow Equity Management. He serves as a Research Analyst for the small cap and small-mid cap strategies and provides coverage for the consumer sector. Bashir has more than 20 years of industry experience. Prior to joining Mesirow in 2021, he was the Consumer Sector Head and a Senior Consumer Equity Analyst at Concentric Capital Strategies and Millennium Management, respectively. Before that, he served as a Senior Equity Analyst at Cupps Capital Management. He also previously worked in Private Equity at CapitalSpring, and in Investment Banking at Morgan Stanley and JPMorgan. Bashir earned a Bachelor of Arts, cum laude in biochemistry and geology with a minor in economics from Vassar College, and a Master of Business Administration from The Wharton School at the University of Pennsylvania.

### **Biographies**





#### Lisa Carriere Jackson

#### Vice President, Research Analyst

Lisa Carriere Jackson is a Vice President and Research Analyst in Mesirow's Equity Management group. She has more than 21 years of industry experience. Prior to joining Mesirow in 2016, Lisa was employed at Fiduciary Management Associates, LLC, which was acquired by Mesirow. Before that, she served as a Vice President at Northern Trust Global Investments. She also previously worked at Chicago Equity Partners and SEI Investments. Lisa earned a BBA in finance from Loyola University and an MBA from DePaul University – Kellstadt Graduate School of Business.



#### Mike Arens, CFA

#### **Research Analyst**

Mike Arens is a Research Analyst in Mesirow Equity Management. In his role, his primary focus is to provide support for the research effort for the basic materials and REIT sectors for the small cap and small-mid cap equity strategies. Prior to joining Mesirow in 2023, Mike held the position of Equity Research Associate at William Blair focusing on the medical technology sector. Prior to that role, Mike gained valuable experience as a Senior Advisory Analyst at Crowe. Mike earned his Bachelors of Science in Finance from the University of Illinois Urbana-Champaign. He is a CFA® Charterholder and member of the CFA Society of Chicago.

### **Biographies**





#### Michael L. Nairne

#### Senior Advisor, Global Investment Management Distribution

Michael Nairne is a Senior Advisor for Mesirow's Global Investment Management Distribution team, where he focuses on public institutions in the US Michael has more than 28 years of industry experience and joined Mesirow in 2022. Prior to joining the institutional sector, he served in various New York City government agencies. Michael earned a bachelor's degree in government from Southern Illinois University and a master's degree in public administration from the University of Southern California. In addition to being a member of the NASP-NY Board and Treasurer to the NASP-NY's Foundation, Michael is a Trustee on the One Brooklyn Health System Board.

### Mesirow Institutional Investment Management, Inc.

#### Gross and Net of Fees Total Returns from January 1, 2014 - September 30, 2024

|           | Year End          |   |   | Annual Performance Results      |                               |                                    |   | 3-yr Annualized Dispersion     |                                 |                                    |   |
|-----------|-------------------|---|---|---------------------------------|-------------------------------|------------------------------------|---|--------------------------------|---------------------------------|------------------------------------|---|
| Year      | No. of portfolios | Composite Asset<br>at end of period<br>(\$MM) | Total Firm<br>Assets <sup>(1)</sup><br>(\$MM) | MEM (gross)<br>Composite<br>(%) | MEM (net)<br>Composite<br>(%) | Russell 2000<br>Value Index<br>(%) | Russell<br>2000 Index <sup>(2)</sup><br>(%) | Composite<br>Dispersion<br>(%) | MEM (gross)<br>Composite<br>(%) | Russell 2000<br>Value Index<br>(%) | Russell<br>2000 Index <sup>(2)</sup><br>(%) |
| 2014      | 21                | 1,259   | n/a   | 6.51                            | 5.93                          | 4.22                               | 4.89  | 0.04                           | 11.54                           | 12.79                              | 13.12                                       |
| 2015      | 20                | 1,077   | n/a   | 0.27                            | -0.26                         | -7.47                              | -4.41                                       | 0.05                           | 12.57                           | 13.46                              | 13.96                                       |
| 2016      | 18                | 1,091   | 1,684   | 15.76                           | 15.13                         | 31.74                              | 21.31                                       | 0.05                           | 14.37                           | 15.50                              | 15.76                                       |
| 2017      | 15                | 976   | 1,477   | 14.51                           | 13.88                         | 7.84                               | 14.65                                       | 0.03                           | 12.60                           | 13.97                              | 13.91                                       |
| 2018      | 15                | 659   | 789   | -14.96                          | -15.42                        | -12.86                             | -11.01                                      | 0.04                           | 15.00                           | 15.76                              | 15.79                                       |
| 2019      | 11                | 516   | 678   | 24.37                           | 23.73                         | 22.39                              | 25.52                                       | 0.05                           | 14.86                           | 15.68                              | 15.71                                       |
| 2020      | 7                 | 501   | 722   | 8.46                            | 7.89                          | 4.63                               | 19.96                                       | 0.06                           | 23.99                           | 26.12                              | 25.27                                       |
| 2021      | 9                 | 646   | 886   | 30.39                           | 29.74                         | 28.27                              | 14.82                                       | 0.09                           | 22.60                           | 25.00                              | 23.35                                       |
| 2022      | 7                 | 583   | 790   | -3.65                           | -4.12                         | -14.48                             | -20.44                                      | n/a                            | 24.20                           | 27.27                              | 26.02                                       |
| 2023      | 10                | 823   | 1,111   | 13.21                           | 12.67                         | 14.65                              | 16.93                                       | 0.07                           | 18.80                           | 21.75                              | 21.11                                       |
| Current F | erformance Re     | sults   |   |                                 |                               |                                    |   |                                |                                 |                                    |   |
| 2024      | 11                | 979   | 1,352   | 17.80                           | 17.39                         | 9.22                               | 11.17                                       | n/a                            | 19.35                           | 22.52                              | 22.20                                       |

Mesirow Equity Management (MEM) claims compliance with the GIPS standards investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. MEM has been independently vented for the periods 01.01.1996 - 12.31.2023. 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 Value Equity Composite has had a performance examination for the periods 01.01.2016 - 12.31.2023. The verification and performance examination reports are available upon request.

Effective 07.01.2022, MEM transferred its assets and associated composites to Mesirow Institutional Investment Management, Inc. ("MIIM"), a registered investment advisor (RIA) registered with the Securities and Exchange Commission under the Investment Advisors Act of 1940. Prior to 07.01.2022, MEM's assets and associated composites were part of Mesirow Financial Investment Management, Inc. ("MFIM"). The historical performance prior to the creation of MFIM was managed by MFIM or its predecessor firms prior to 01.01.2005. For purposes of claiming GIPS compliance, as of 01.01.2010 the "Firm" was further defined as the US Value Equity business unit, now defined as MEM which manages portfolios primarily for institutional investment process incorporating fundamental analysis of security valuation factors and drivers. The composites within this unit vary primarily by the capitalization range of the equity securities held. MEM is comprised of the legacy entities of Mesirow Financial Investment - US Value Equity (the survival entity), with each prior to this effective date being held out to the public as separate firms, and each claiming compliance with the GIPS Standards. Effective 04.01.2016, the firm was redefined and renamed for GIPS purposes to include both the legacy Mesirow Financial Investment Associates, LLC division as one combined entity.

In 2016, MFIM acquired the asset management rights for all managed portfolios from an independent investment advisory firm and retained all of the principals and employees related to such portfolios. Performance results of the Small Cap Value Equity Composite at the prior firm are the performance record of the Firm.

(1) Total Firm Assets are not presented for periods prior to 2016 because the Composite was not part of the Firm.

Performance and composite inception and creation date is 07.01.1994.

Benchmark returns are not covered by the report of independent verifiers. All returns are calculated and presented in US dollars.

The Small Cap Value Equity Composite includes all institutional portfolios that invest in the small capitalization strategy with a minimum initial account size of \$1,000,000. The strategy allows for investments in equity securities of companies with market capitalizations in a range representative of constituents in the Russell 2000 Index. The strategy aims to deliver a total return primarily through long-term capital appreciation. The benchmarks for the strategy are the Russell 2000 Index and the Russell 2000 Value Index. The performance presented herein represents past performance and is no guarantee of future results. Gross returns presented are net of any withholding taxes incurred. MEM and benchmark performance reflect the reinvestment of dividends and interest income, expressed in U.S. dollars. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. The composite policy requires the temporary removal



### Disclosure

Small Cap Equity Strategy (described in MEM's Form ADV, Part 2) Fee Schedule 0.85% on the first \$25 million 0.75% on the next \$25 million 0.60% on the next \$50 million 0.55% on the balance



GLOBAL INVESTMENT MANAGEMENT CAPITAL MARKETS & INVESTMENT BANKING

ADVISORY SERVICES

Mesirow refers to Mesirow Financial Holdings, Inc. and its divisions, subsidiaries and affiliates. The Mesirow name and logo are registered service marks of Mesirow Financial Holdings, Inc. © 2024. All rights reserved. The information contained herein is intended solely for institutions and for informational purposes only. Said information has been obtained from sources believed to be reliable, but is not necessarily complete and its accuracy cannot be guaranteed. Any opinions expressed are subject to change without notice. It should not be assumed that any recommendations incorporated herein will be profitable or will equal past performance. Mesirow Financial Investment Management, Inc., ("MFIM") an SEC-registered Investment Advisor, and its division, Mesirow Strategic Fixed Income ("SFI") and other affiliated companies and/or individuals may, from time to time, own, have long or short positions in, or options on, or act as a market maker in, any securities discussed herein and may also perform financial advisory or investment banking services for those companies. Nothing contained herein constitutes an offer to sell or a solicitation of an offer to buy an interest in any Mesirow investment vehicle. A complete list of composites can be made available upon request. Information is provided in terms of US dollar denominations. Mesirow does not render tax or legal advice. Please consult your tax professional prior to making any investment decisions. Any chart, graph, or formula should not be used by itself to make any trading or investment decision. Account performance information pertaining to Mesirow Financial Investment Management, Inc. is attributable only to MFIM accounts managed on a discretionary basis. Performance information that is provided gross of fees does not reflect the deduction of advisory fees. Client returns will be reduced by such fees and other expenses that may be incurred in the management of the account. Advisory fees are described in Form ADV Part 2 of Mesirow Financial Investment Management, Inc. Performance results include the reinvestment of dividends and earnings in the composite. Additional information regarding policies and procedures for calculating and reporting returns is available upon request. Model, hypothetical and/or simulated performance information and results do not reflect actual trading or asset or fund advisory management and the results may not reflect the impact that material economic and market factors may have had, and can reflect the benefit of hindsight, on MFIM's decision-making if MFIM were actually managing client's money. Any securities contained or investment strategies used in the model performance results provided herein do not relate or only partially relate to the advisory services currently offered by MFIM. MFIM's clients may have had results materially different from the results provided. Any Probability Weighted Return performance information contained in this presentation is hypothetical and clients should not expect to achieve same or similar results and may achieve materially different results. Any listing of representative clients was not selected based on specific performance criteria but rather lists significant institutional relationships. We do not represent that any client listed specifically approves of dur advisory services.





The Wisdom of Experienced Investing

## Introduction to Small-Cap Value

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11/12/2024

Prepared for:

Sewerage and Water Board of New Orleans



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## Firm Overview

C Channing Capital Management

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## Executive Summary

## The Wisdom of Experienced Investing

20+ years of helping investors achieve solid long-term results by opportunistically capturing alpha through highly specialized investment strategies

- Founded in 2003
- Strategies: Small-Cap Value, SMID-Cap Value, All-Cap Value, Large-Cap Value
- AUM: \$4.0B
- 100% Employee-owned
- Headquartered in Chicago, IL with offices in Atlanta, GA and Miami, FL

#### 2003:

Channing Capital Management, LLC Founded

#### 2004:

Channing Capital launched with \$70 million in AUM 2006: Launched Small-Cap Value product

**2010:** Launched Large-Cap Value product

**2011:** Launched All-Cap Value product

Launched SMID-Cap Value product

**2013:** Attained \$1B in AUM

**2017:** Channing Global Advisors Launched

Attained \$3B in AUM

**2018:** SMID-Cap Value Collective Investment Trust Launched

2021: SCV Mutual Fund Launched

Channing Capital Management Employee Stock Ownership Plan Established

**2023:** Channing Alternatives Launched

**2024:** Channing Capital Management 20<sup>th</sup> Anniversary

## Senior Leadership



vears of investment

experience

Wendell Mackey, CFA Founder, Co-Chief Executive Officer, Chief Investment Officer

#### Formerly:

- Senior Managing Director of Valenzuela Capital Partners, LLC
- Portfolio Manager with Barnett Capital Advisors
- Portfolio Manager at NCM Capital Management Group for the Calvert Social Investment Managed Growth Fund and the Calvert CRI Balanced Fund

#### **Education:**

- B.B.A. Howard University
- M.M. J.L. Kellogg Graduate School of Management, Northwestern University





years of investment experience

## Rodney Herenton

Founder, Co-Chief Executive Officer, Chief Business Development and Strategy Officer

#### Formerly:

- First Vice President of the Private Fund Group at Morgan Keegan & Company
- Associate in the Investment Banking department of Bear Stearns
- Associate in the Corporate Finance department of Lehman Brothers

#### **Education:**

- B.A. Morehouse College (Phi
- Beta Kappa)
- M.B.A. Harvard Business School

## Investment Team: Small-Cap Value



**WENDELL MACKEY, CFA** Chief Investment Officer / Lead Portfolio Manager



TIM KROLL, CFA Portfolio Manager

SECTOR LEADER: Communication Services, Consumer Discretionary, Consumer Staples



MATT BETOURNEY, CFA Portfolio Manager

SECTOR LEADER: Industrials, Materials



KEVIN REYNOLDS, CFA Portfolio Manager

> SECTOR LEADER: Financial Services, Real Estate, Utilities



DERIK COFFEY, CFA Director of Quantitative Analysis Client Portfolio Manager

> SECTOR LEADER: Energy



JASON BOLES, CFA Portfolio Manager

SECTOR LEADER: Information Technology, Healthcare

## Assets Under Management

As of: 9/30/2024

| Strategy        | AUM<br>(in millions) | # of<br>Accounts | % of<br>Market Value |
|-----------------|----------------------|------------------|----------------------|
| Small-Cap Value | \$3,296              | 61               | 81.5%                |
| SMID-Cap Value  | \$452                | 10               | 11.2%                |
| Large-Cap Value | \$136                | 5                | 3.4%                 |
| All-Cap Value   | \$160                | 1                | 4.0%                 |
| Total           | \$4,044              | 77               | 100%                 |



## Representative Client List

#### Corporate

- Delta Air Lines, Inc.
- Memphis Light, Gas & Water
- Merck & Co., Inc.

#### **Public Funds**

- City of Atlanta General Employees' Pension
   Plan
- District of Columbia Retirement Board
- Employees' Retirement Fund of the City of Dallas
- Los Angeles Fire & Police Pensions
- New Orleans Municipal Employees' Retirement
   System

#### **Endowment & Foundation**

- Dillard University Endowment
- Florida A&M University Foundation
- Lloyd A. Fry Foundation

#### Sub-Advisory

• Lincoln Financial Group



## **Competitive Edge**

"It is impossible to produce superior performance unless you do something different from the majority." -John Templeton

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## Investment Philosophy

#### Quality Companies Positioned for Earnings & Cash Flow Growth

Our investment strategy is strongly influenced by notable value investing practitioners such as Warren Buffett.

We look to find value opportunities in "good" businesses, but also look at the broad spectrum of sectors and industries

Portfolios include 35-50 of our best ideas, high-quality investments we've identified as having:

- Long-term unrecognized value
- Strong market positions
- Solid balance sheets / produce free cash flow
- Capable management teams with records of past performance

Our strategy tends to perform best during the mid and late market cycles when high-quality investing usually shines as economic growth normalizes and matures.



## **CCM Investment Process Overview**

A Fundamental, Research-Driven Approach

Our distinctive "Best Ideas" methodology begins with quantitative screening to identify companies trading at significant discounts to their intrinsic value.

We narrow the pool of investment candidates through our intensive, fundamental, bottomup research process that guides us to "High Quality" companies with strong market positions, solid balance sheets and management teams with proven track records.



\*Universe includes the Russell 2000 Value Index and a proprietary database of companies Channing knows well.

## Small-Cap Value Performance Review As of 9/30/2024



Gross of Fees Net of Fees Russell 2000 Value Index

<sup>1</sup> Inception date for the Small-Cap Value composite account is 06/30/06. Channing claims compliance with the GIPS standards and has received a firm wide verification covering the period 7/1/04 – 12/31/2023. Refer to page 32 through 33 for GIPS compliant presentation.

<sup>2</sup> Annualized

<sup>3</sup> Preliminary through 9/30/2024

<sup>4</sup> Past Performance is no guarantee of future returns

## Small-Cap Value Performance Review As of 9/30/2024

Down Market periods for Channing Capital have historically been potential precursors for stronger performance later

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## Why Channing

- Boutique firm rooted in Small-Cap Value investing
- Experienced investment team with sector specialization
- Concentrated, "Best Ideas" portfolios managed to opportunistically capture alpha
- "Boots on the Ground" Focus on management engagement
- "Speed to the Ball" Uncovering ideas earlier than competitors
- Diversity: the underpinning of our competitive excellence

"We believe that a policy of portfolio concentration may well decrease risk if it raises, as it should, both the intensity with which an investor thinks about a business and the comfort-level he must feel with its economic characteristics before buying into it."

– Warren Buffett



# Small-Cap Value Equity Portfolio Overview

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## Small-Cap Value Equity Portfolio Overview

**Objective:** Long-term capital appreciation

**Asset Class**: U.S. Equity

**Investment Style:** Small-Cap Value

**Inception:** 6/30/06

**Portfolio Benchmark:** Russell 2000 Value

#### **Portfolio AUM:** \$3.296B

Representative Small-Cap Value Portfolio: As of 9/30/2024

| Characteristics                        | Channing | Russell 2000<br>Value Index |
|--|----------|-----------------------------|
| Weighted Average Market Cap            | \$5.81B  | \$2.87B                     |
| Number of Holdings                     | 43       | 1438                        |
| Price/Book                             | 2.31     | 1.35                        |
| Forward Price to Earnings <sup>1</sup> | 16.20    | 17.60                       |
| Beta <sup>2,3</sup>                    | 0.97     | 1.00                        |
| Dividend Yield (%)                     | 1.86     | 2.93                        |
| Normalized ROE (%)                     | 17.01    | 5.60                        |

Source: Bloomberg

<sup>1</sup> REIT multiples are calculated using Price/FFO

<sup>2</sup> Channing's Small-Cap Value beta is relative to the Russell 2000 Value Index

<sup>3</sup> 5-year Beta
# Sell Discipline

Our sell discipline includes a risk management overlay to help avoid value traps and protect investor capital.

The following circumstances trigger the sale of a stock:

| 1. | Stock Reaches Price Target               |
|----|--|
| 2. | Material Negative Change in Fundamentals |
| 3. | Industry Long-Term Prospects Change      |
| 4. | Stock Price Decline Guideline is Applied |
| 5. | Stock Weighting >5%                      |

# Risk Controls

- Portfolios are overseen by Management Committee
- Diversify to prevent industry, sector, or theme concentration
- Employ strict valuation parameters through buy/sell discipline
- Enforce maximum position sizes

"Successful investing is about managing risk, not avoiding it."

– Benjamin Graham

# Sector Weightings

Representative Small-Cap Value Portfolio: As of 9/30/2024

| Sector                 | Channing | Russell 2000<br>Value Index |
|------------------------|----------|-----------------------------|
| Communication Services | 5.48%    | 3.38%                       |
| Consumer Discretionary | 10.65%   | 10.01%                      |
| Consumer Staples       | 0.00%    | 2.30%                       |
| Energy                 | 3.31%    | 7.16%                       |
| Financials             | 25.02%   | 28.09%                      |
| Health Care            | 6.27%    | 9.27%                       |
| Industrials            | 19.00%   | 12.20%                      |
| Information Technology | 12.09%   | 5.81%                       |
| Materials              | 7.57%    | 5.13%                       |
| Real Estate            | 5.45%    | 11.38%                      |
| Utilities              | 5.16%    | 5.25%                       |

Source: Bloomberg

# Top 10 Holdings

Representative Small-Cap Value Portfolio: As of 9/30/2024

| Holding                             | Percent<br>of Total |
|-------------------------------------|---------------------|
| Brinks Co.                          | 2.97%               |
| Littelfuse, Inc.                    | 2.95%               |
| Avient Corp.                        | 2.94%               |
| Southstate Corp.                    | 2.87%               |
| COPT Defense Properties             | 2.80%               |
| Pinnacle Financial Partners         | 2.73%               |
| Madison Square Garden Entertainment | 2.72%               |
| Stifel Financial Corp.              | 2.68%               |
| Affiliated Managers Group, Inc.     | 2.63%               |
| Herc Holdings, Inc.                 | 2.63%               |

Source: Advent

# Sector Exposure & Representative Holdings

#### Representative Small-Cap Value Portfolio: As of 9/30/2024

1.76%

| COMMUNICATION SERVICES              |       |
|-------------------------------------|-------|
| MADISON SQUARE GARDEN ENTERTAINMENT | 2.81% |
| NEXSTAR MEDIA GROUP, INC.           | 2.67% |
| CONSUMER DISCRETIONARY              |       |
| ASBURY AUTOMOTIVE                   | 2.06% |
| BOYD GAMING CORP.                   | 2.19% |
| BRUNSWICK CORP.                     | 2.14% |
| INSTALLED BUILDING PRODUCTS         | 1.71% |
| ONESPAWORLD HOLDINGS LTD.           | 1.50% |
| PVH CORP.                           | 1.06% |
| ENERGY                              |       |
| NORTHERN OIL AND GAS, INC.          | 1.55% |

SM ENERGY CO.

| FINANCIALS                  |       |
|-----------------------------|-------|
| AFFILIATED MANAGERS GROUP   | 2.71% |
| ARTISAN PARTNERS ASSET MGMT | 2.10% |
| EVERCORE, INC.              | 2.14% |
| OLD NATIONAL BANCORP        | 2.40% |
| PINNACLE FINANCIAL PARTNERS | 2.82% |
| SELECTIVE INSURANCE GROUP   | 2.16% |
| SOUTHSTATE CORP.            | 2.96% |
| STIFEL FINANCIAL CORP.      | 2.77% |
| SYNOVUS FINANCIAL CORP.     | 2.45% |
| WINTRUST FINANCIAL CORP.    | 2.51% |
| HEALTH CARE                 |       |
| ENOVIS CORP.                | 1.49% |
| INTEGER HOLDINGS CORP.      | 2.63% |
| MERIT MEDICAL SYSTEMS, INC. | 2.15% |
| INDUSTRIALS                 |       |
| THE BRINK'S CO.             | 3.06% |
| GATES INDUSTRIAL CORP.      | 2.15% |
| HERC HOLDINGS, INC.         | 2.71% |
| HEXCEL CORP.                | 1.98% |
| MSA SAFETY, INC.            | 2.42% |
| PARSONS CORP.               | 2.18% |
| SPX TECHNOLOGIES, INC.      | 2.10% |
| XPO, INC.                   | 2.38% |

| INFORMATION TECHNOLOGY        |       |
|-------------------------------|-------|
| ADVANCED ENERGY INDUSTRIES    | 2.46% |
| BELDEN, INC.                  | 2.61% |
| FORMFACTOR, INC.              | 2.00% |
| LITTELFUSE, INC.              | 3.05% |
| VEECO INSTRUMENTS, INC.       | 1.98% |
| MATERIALS                     |       |
| ATI, INC.                     | 2.67% |
| AVIENT CORP.                  | 3.03% |
| LOUISIANA-PACIFIC CORP.       | 1.87% |
| REAL ESTATE                   |       |
| COPT DEFENSE PROPERTIES       | 2.89% |
| STAG INDUSTRAL, INC.          | 2.56% |
| UTILITIES                     |       |
| PORTLAND GENERAL ELECTRIC CO. | 2.57% |
| SOUTHWEST GAS HOLDINGS, INC.  | 2.59% |



# Biographies

CC Channing Capital Management

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# Wendell E. Mackey, CFA

Founder, Co-Chief Executive Officer, Chief Investment Officer Lead Portfolio Manager- Small-Cap Value

Formerly:

Senior Managing Director of Valenzuela Capital Partners, LLC

Portfolio Manager with Barnett Capital Advisors

Portfolio Manager at NCM Capital Management Group for the Calvert Social Investment Managed Growth Fund and the Calvert CRI Balanced Fund **Education:** B.B.A. – Howard University 30 +

experience

years of investment

M.M. – J.L. Kellogg Graduate School of Management, Northwestern University

*Lead Portfolio Manager:* • *Small-Cap Value* 



Timothy Kroll, CFA

Portfolio Manager - Small-Cap Value

Formerly: Director of InView Investment Management, LLC

Vice President at ABN AMRO Asset Management Holdings, Inc.

Equity Research Analyst at Lincoln Capital Management

Equity Research Analyst at Mesirow Financial

Education:

B.S. in Finance – Southern Illinois University

30 +

experience

years of investment

M.M. – J.L Kellogg Graduate School of Management, Northwestern University

Sector Leader: • Communication Services

• *Consumer Discretionary* 



# Matt Betourney, CFA

Portfolio Manager - Small-Cap Value

Formerly:

Senior Research Analyst at Susquehanna Investment Group

Senior Research Analyst at Wintrust Capital Management

Equity Research Analyst at Magnetar Financial, LLC **Education:** 

B.B.A. in Finance – University of Iowa

15 +

experience

years of investment

M.B.A. – University of Chicago Booth School of Business

Sector Leader: • Industrials

• Materials



Kevin Reynolds, CFA

Portfolio Manager - Small-Cap Value

Formerly: Senior Vice President at Wunderlich Securities, Inc.

Equity Research Analyst at Morgan Keegan & Co

Equity Research Analyst at Janney Montgomery Scott

Equity Research Analyst at Stanford Group

**Education:** 

B.B.A. in Finance – Memphis State University (now University of Memphis)

25 +

experience

years of investment

M.B.A. – Fogelman College of Business and Economics, University of Memphis

Sector Leader:

- Financials
- *Real Estate*
- Utilities



# Derik Coffey, CFA

Director of Quantitative Analysis – Small-Cap Value Client Portfolio Manager 20+ years of investment experience

#### Formerly: Portfolio Specialist at Herndon Capital Management

Analyst at UBS Financial Services

Assistant Vice President for M&A at New York Life Insurance

Analyst in the Global M&A Group at Lehman Brothers

Education:

B.A. – Tuskegee University

M.S. - Georgetown University

Sector Leader: • Energy



Jason T. Boles, CFA

Portfolio Manager - Small-Cap Value

years of investment experience

20 +

### **Formerly:**

Senior Equity Analyst at WEDGE Capital Management

Equity Research Associate at Bank of America

**Education:** 

B.S. in Economics – Cornell University

M.B.A. – University of Chicago Booth School of Business

Sector Leader:

- *Healthcare*
- Information Technology



### Marketing and Client Service

# Richard Turnley, III

Director, Institutional Sales & Marketing

Formerly: President of Atlanta Wealth Advisors

Investment Management Consultant for Bank of America and Smith Barney years of investment experience

25 +

**Education:** B.S. – Florida A&M University

M.B.A. – Florida A&M University



# Disclosures

C Channing Capital Management

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# General Disclosures

The Russell 2000 Value Index measures the performance of those Russell 2000 companies with lower price-to-book ratios and lower forecasted growth values. Investments made in small capitalization companies are subject to greater risks than large company stocks due to limited resources and inventory, as well as being more sensitive to adverse conditions.

Any indices and other financial benchmarks shown are provided for illustrative purposes only, are unmanaged, reflect the reinvestment of income and dividends, and do not reflect the impact of advisory fees. Investors cannot invest directly in an index. Comparisons to indexes have limitations because indexes have volatility and other material characteristics that may differ from a strategy.

Specific investments described herein do not represent all investment decisions made by Channing Capital Management, LLC. The views expressed represent the opinion of Channing Capital Management, LLC, which are subject to change and are not intended as a forecast or guarantee of future results. Stated information is derived from proprietary and non-proprietary sources that have not been independently verified for accuracy or completeness. While Channing Capital Management, LLC believes the information to be accurate and reliable, we do not claim or have responsibility for its completeness, accuracy, or reliability. Statements of future expectations, estimates, projections, and other forward-looking statements are based on available information and management's view as of the time of these statements. Accordingly, such statements are inherently speculative as they are based on assumptions that may involve known and unknown risks and uncertainties. Actual results, performance, or events may differ materially from those expressed or implied in such statements.

Not an offer: This document does not constitute advice or a recommendation, or an offer to sell, or a solicitation to deal in any security or financial product. It is provided for information purposes only and on the understanding that the recipient has sufficient knowledge and experience to be able to understand and make their own evaluation of the proposals and services described herein, any risks associated therewith, and any related legal, tax, accounting, or other material considerations. To the extent that the reader has any questions regarding the applicability of any specific issue discussed above to their specific portfolio or situation, prospective investors are encouraged to contact Channing Capital Management, LLC, or consult with the professional advisor of their choosing.

Past performance of various investment strategies, sectors, vehicles, and indices are not indicative of future results. There is no guarantee that the investment objective will be attained, and investment results may vary. There is no guarantee that risk can be managed successfully, and investing involves risk, including the loss of principal.

# Channing SCV Composite Disclosure

|                              | Gross of Fees<br>Total<br>Return*** | Net of Fees<br>Total<br>Return*** | Russell<br>2000<br>Value Index*** | Number<br>of<br>Portfolios | Dispersion<br>(%)** | Small-Cap Value<br>3-Year Ex-Post<br>Standard<br>Deviation<br>(%)** |        | Total<br>Composite<br>Assets<br>(\$ in Millions) | Total Firm<br>Assets<br>(\$ in Millions) | Total Advisory<br>Only Assets<br>(\$ in Millions) | Total Firm &<br>Advisors Only<br>Assets<br>(\$ in Millions) |
|------------------------------|-------------------------------------|-----------------------------------|-----------------------------------|----------------------------|---------------------|---|--------|--|--|---|---|
| 2006 (6 months)              | 16.59%                              | 16.59%                            | 11.81%                            | 1                          | N/A                 | N/A   | N/A    | 12   | 593                                      | N/A   | 593   |
| 2007                         | 4.20%                               | 3.59%                             | -9.78%                            | 1                          | N/A                 | N/A   | N/A    | 14   | 652                                      | N/A   | 652   |
| 2008                         | -32.74%                             | -33.08%                           | -28.92%                           | 5                          | N/A                 | N/A   | N/A    | 34   | 488                                      | N/A   | 488   |
| 2009                         | 23.22%                              | 22.57%                            | 20.58%                            | 12                         | 0.13%               | N/A   | N/A    | 149  | 666                                      | N/A   | 666   |
| 2010                         | 33.02%                              | 32.29%                            | 24.50%                            | 13                         | 0.11%               | N/A   | N/A    | 216  | 832                                      | N/A   | 832   |
| 2011                         | -5.82%                              | -6.45%                            | -5.50%                            | 13                         | 0.13%               | 24.27%  | 26.04% | 190  | 858                                      | N/A   | 858   |
| 2012                         | 22.95%                              | 22.17%                            | 18.05%                            | 16                         | 0.09%               | 21.21%  | 19.89% | 366  | 973                                      | N/A   | 973   |
| 2013                         | 39.54%                              | 38.77%                            | 34.52%                            | 26                         | 0.02%               | 17.20%  | 15.82% | 787  | 1,568                                    | N/A   | 1,568   |
| 2014                         | 5.46%                               | 4.82%                             | 4.22%                             | 25                         | 0.07%               | 13.16%  | 12.79% | 828  | 1,982                                    | N/A   | 1,982   |
| 2015                         | -4.44%                              | -4.95%                            | -7.47%                            | 32                         | 0.25%               | 14.62%  | 13.46% | 1,143  | 2,294                                    | N/A   | 2,294   |
| 2016                         | 29.48%                              | 28.71%                            | 31.74%                            | 34                         | 0.07%               | 16.71%  | 15.50% | 1,487  | 2,856                                    | N/A   | 2,856   |
| 2017                         | 7.61%                               | 6.98%                             | 7.84%                             | 26                         | 0.16%               | 15.25%  | 13.97% | 1,557  | 3,047                                    | N/A   | 3,047   |
| 2018                         | -16.59%                             | -17.10%                           | -12.86%                           | 20                         | 0.06%               | 16.87%  | 15.76% | 1,012  | 2,038                                    | N/A   | 2,038   |
| 2019                         | 25.88%                              | 25.14%                            | 22.39%                            | 24                         | 0.11%               | 17.20%  | 15.68% | 1,295  | 2,215                                    | 196****   | 2,216   |
| 2020                         | 17.57%                              | 16.88%                            | 4.63%                             | 16                         | 0.06%               | 27.32%  | 26.12% | 1,098  | 2,497                                    | 230****   | 2,498   |
| 2021                         | 20.52%                              | 19.87%                            | 28.27%                            | 22                         | 0.13%               | 26.18%  | 25.00% | 2,030  | 3,595                                    | 3   | 3,598   |
| 2022                         | -16.58%                             | -17.04%                           | -14.48%                           | 36                         | 0.34%               | 27.81%  | 27.27% | 1,922  | 3,237                                    | 11  | 3,248   |
| 2023                         | 20.71%                              | 20.04%                            | 14.65%                            | 39                         | 0.28%               | 21.88%  | 21.75% | 2,505  | 3,502                                    | 18  | 3,520   |
| Since Inception (annualized) | 9.04%                               | 8.44%                             | 6.69%                             | N/A                        | N/A                 | N/A   | N/A    | N/A  | N/A                                      | N/A   | N/A   |

Channing Capital Management, LLC ("Channing") claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Channing has been independently verified for the periods July 1, 2004, through December 31, 2023. "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 Value Composite has had a performance examination for the periods July 1, 2006, through December 31, 2023. The verification and performance examination reports are available upon request".

Notes: \*Composite Performance as of 12/31/23

\*\*Benchmark, Dispersion and Standard Deviation Returns Gross of fees

\*\*\*Fees are accounted for on a cash basis

\*\*\*\*\$ in Thousands

# Channing SCV Composite Disclosure

- 1. Channing Capital Management, LLC ("CCM") is an institutional investment manager that invests solely in U.S. equities with a focus on value stocks across small-cap, smid-cap, large-cap and all-cap portfolio strategies. CCM is an independent investment management firm that is not affiliated with any parent organization. "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."
- 2. This composite includes all fully discretionary, taxable and non-taxable Small-Cap Value portfolios and generally does not include taxable accounts or portfolios unless such accounts have no investment restrictions and no tax-related limitations or requirements. Accounts included are primarily comprised of all actively managed institutional equity accounts with assets of at least \$2 million that are managed to the Russell 2000®Value (RUJ) Index and an investment mandate of Small-Capitalization Value. Client portfolios are included in the composite in their first full quarter under management after being qualified for composite inclusion. The inception date and creation date of the composite is June 30, 2006. A complete list and description of composites and pooled funds are available upon request. Policies for valuing investments, calculating performance, and preparing IPS reports are available upon request. Accounts that experience cash flows in excess of 10% of the account's market value are temporarily removed from the composite. If removed, such accounts are added back to the composite when they are considered fully invested and are also subject to our new account inclusion criteria. Effective June 30, 2022, the Small-Cap Value Composite was redefined to include taxable accounts in the composite.
- 3. Composite results are time-weighted rates of return and are presented gross and net of investment advisory fees. Gross returns for the Small-Cap Value Composite are net of commission fees and transaction costs. Net-of-fees returns, where presented, are calculated net of actual advisory/management fees charged to each client account that is in the composite. Dividends are recorded on an accrual basis. Monthly composite returns are calculated using the aggregated method. Quarterly composite returns are calculated by linking the monthly composite returns geometrically through compounding. Composite dispersion is presented as the asset weighted standard deviation of accounts in the composite for the entire year, and, and dispersion is not presented for periods where there are 5 or fewer accounts in the composite for the entire year. The performance results have been calculated without consideration of the effects of any income taxes thereon. Returns are calculated net of withholding taxes on dividends, interest or capital gains. Composite results reflect the reinvestment of dividends, capital gains, and other earnings when appropriate.
- 4. In one-on-one presentations, CCM may present performance returns gross of fees. Fees will reduce the returns of a client portfolio. Fees for the Small-Cap Value strategy are assigned using a tier system: \$0 to \$25 million at 100 bps; the next \$25 million at 90 bps; over \$50 million to \$100 million at 85 bps; and above \$100 million at 80 bps per annum. The fee schedule contained in CCM's Form ADV-Part 2 is available upon request. Actual investment advisory fees incurred by clients may vary based on portfolio size, length of mandate, mandate terms including investment guidelines and restrictions, other similar negotiable items, and performance returns.
- 5. Minimum Account Size: The minimum account size for inclusion in the composite is \$2,000,000. CCM may, at its discretion, accept accounts below this minimum. It should be noted that some of the Small-Cap Value Composite client accounts are sub-advised relationships on behalf of other institutions. However, CCM does not engage any other firms as its sub-adviser for the management of client portfolios.
- 6. The Russell 2000 Value Index represents the Small-Cap Value segment of the U.S. equity universe as a subset to Russell's 2000 Value Index. The Russell 2000 Value Index measures the performance of those Russell 2000 Value companies with lower price-to-book ratios and lower forecasted growth values.
- 7. The performance shown in CCM's Small-Cap Value Composite represents historical performance. Historical performance is not indicative or a guarantee of future results. investing in mid and small-cap stocks is more risky and more volatile than investing in large-cap stocks.
- 8. U.S. dollars are used in the calculation of the presented returns and valuations.
- 9. 3-Year Ex-Post Standard Deviation (Gross) is included starting in 2011 as required. It measures the variability of the Composite and the Benchmark returns over the preceding 36-month (or 3-Year) period and has been annualized.
- 10. Benchmark returns are not covered by the report of independent verifier.



# Proposed Fee Schedule

C Channing Capital Management

The Wisdom of Experienced Investing

# Proposed Small-Cap Value Fee Schedule

Channing Capital Management, LLC Small-Cap Value

Separately Managed Account

65 bps on the first \$25 million

60 bps on the next \$75 million

55 bps on the Balance





# Our Contact Info

#### **General Inquiries:**

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### Client & Consultant Inquiries: clientservice@channingcapital.com



# Sewerage and Water Board of New Orleans

GQG Partners Emerging Markets Equity

# PRESENTERS



#### THOMAS HOERNER Senior Director, Business Development

Mr. Hoerner is a Senior Director of Business Development at GQG Partners.

He focuses on institutional business development and client service in the southern region of the US, with over 15 years of experience. Before joining the firm, Mr. Hoerner served as the Texas Region ETF Specialist at J.P. Morgan Asset Management. He has held positions at Sage Advisory in Austin, TX and Goldman Sachs Asset Management in both Chicago and New York City.

Mr. Hoerner received both his MBA in Business Management and BBA in Corporate Finance from St. Mary's University in San Antonio, TX.



# **FIRM OVERVIEW** A Different Perspective

#### **Global Quality Growth**

GQG Partners exists to compound client assets. To do this, we need to manage downside risk in difficult markets and participate in rising markets. We have developed an investment approach designed to do just that based around a concept we call **Forward-Looking Quality**. This concept ignores the traditional investment speak of growth and value and instead focuses on investing in companies that we believe are going to be successful over the next 5 years and beyond.

#### Managing money for our clients is an honor and a privilege

"That responsibility fuels us every day to figure out how we can do a better job for our clients. I can't imagine doing anything else. When we started GQG Partners, I told clients that this was all about top tier performance. Every day, that is our goal. After all, the reason people give us money is that at some point in the future, they expect to get more money back."

- Rajiv Jain, CIO

Sprinfain



# **FIRM OVERVIEW** About GQG Partners

62.9

#### **Founders** Assets Under Management US\$161.6 billion<sup>4</sup> Rajiv Jain, CIO Tim Carver, CEO By Strategy Investment Process Bottom-Up, High Conviction, Quality 4 Portfolio Managers 12 Research Analysts 39.7 6 Traders 15.0 Offices Fort Lauderdale, FL (Headquarters) US **Emerging Markets** Global International Sydney, Australia<sup>1</sup> New York, NY London, UK<sup>2</sup> **By Channel By Region** Seattle, WA Abu Dhabi, UAE<sup>3</sup> 16.2 **Investment Vehicles** 11.7 Institutional 57.1 AU/NZ Managed Funds 61.1 Collective Investment Trusts (CITs) Intermediary **Private Funds** Sub-Advised Separate Accounts 133.7 UCITS Funds 43.4 US Mutual Funds

As of 30 September 2024. <sup>1</sup>Subsidiary office of GQG Partners (Australia) Pty Ltd. <sup>2</sup>Subsidiary office of GQG Partners (UK) Ltd. <sup>3</sup>Subsidiary office of GQG Partners Ltd (ADGM). <sup>4</sup>AUM represents both discretionary and non-discretionary assets, and are rounded to the nearest US\$100 million. Please see the Appendix for additional information on channel classifications.

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Americas

**FMFA** 

Asia Pacific



### A Different Perspective

### **Client Alignment**



- The majority of our founders' (CIO Rajiv Jain and CEO Tim Carver) personal net worth are invested in GQG Partners and alongside clients in its investment products/strategies
- We are a majority employee-owned firm, with employees invested in GQG Partners strategies
- We believe our fees are fair and reasonable



### **Forward-Looking Quality**

#### We build upon an enduring investment philosophy managed by an experienced team

- Rajiv Jain has 30+ years of global investing experience in seeking quality companies at reasonable prices
- He developed forward-looking quality as his proprietary approach to quality investing
- Forward-looking quality focuses on the sustainability, valuation, and compounding potential of a company



#### **Research Mosaic**

#### The research mosaic seeks an insight advantage versus an information advantage

- Traditional and non-traditional analysts help to develop a differentiated and comprehensive view on some of the world's most well-known companies
- Non-traditional backgrounds include investigative journalism, specialized accounting, ESG, and credit analysis



All-Weather Alpha

### GQG Partners Emerging Markets Equity Composite Rolling Outperformance and Volatility

GQG outperformed the benchmark and peer universe average, with less volatility, 59 of 59 times (100%)



GOG Composite As of 30 September 2024. Inception: 1 December 2014. Universe Source: Morningstar. Peer Universe: Emerging Markets (143 strategies). GOG Partners LLC claims compliance with **Returns Net of Fees** the Global Investment Performance Standards (GIPS®) and has prepared and presented this performance information in compliance with the GIPS standards. Performance data is based on the firm's composite for the strategy. Performance presented prior to 1 June 2016 was achieved prior to the creation of the firm. The prior track record has been reviewed by % Bench GQG Ashland Partners & Company, LLP and conforms to the portability requirements of the GIPS standards. On 28 June 2017, ACA Performance Services, LLC acquired the investment performance service business of Ashland Partners & Company, LLP. For periods after 1 June 2016, the composite consists of accounts managed by GQG pursuant to the strategy. 29.46 26.05 1yr Please see the Appendix for additional disclosures regarding the composite. The US dollar is the currency used to express performance. Returns are presented both gross and net of management fees and include the reinvestment of all income, calculated after the deduction of actual trading expenses and other administrative fees (custody, legal, administration, 10.87 5.75 5yrs audit and organization fees). Net returns are calculated using the highest/model rack rate fee. Gross and Net performance are net of foreign withholding taxes. Returns for periods ITD 7.42 4.08 greater than one year are annualized. PAST PERFORMANCE MAY NOT BE INDICATIVE OF FUTURE RESULTS.

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### Investment Team

#### Portfolio Management Group



Rajiv Jain Chief Investment Officer Portfolio Manager Founded GQG 2016



Brian Kersmanc Portfolio Manager Joined GQG 2016



Sudarshan Murthy Portfolio Manager Joined GQG 2016



Sid Jain Deputy Portfolio Manager Joined GQG 2021

#### **Investment Analysts and Analyst Functions**





### Alpha Proposition

### **Investment Objective**

Annualized outperformance of 200-300 bps net of fees over a full market cycle with less volatility.\*

### **Forward-Looking Quality**



Many 'quality' investors emphasize historical metrics as indicators of quality. Driven by behavioral biases, these investors tend to focus on the short term, often underestimating the evolving nature of quality and failing to adapt.



Forward-Looking Quality is less reliant on backward-looking statistical measures and places a heavy emphasis on qualitative assessments of barriers to entry, sustainability, and industry insight, as well as the resulting valuation implications.



Our differentiated research mosaic targets clarity on longer term projected earnings and allows us to become comfortable with the durability of a company's competitive advantage. This view of quality allows us to strip away labels like value and growth in favor of long-term compounding.

\*The investment objective reflects GQG Partners' aspirational performance goals versus the benchmark and is not based on specific criteria and assumptions. There is no guarantee that this objective will be achieved.



### Investment Process



#### Proprietary Screen and Organic Idea Generation

Broad-based idea generation from: (1) analyst specialization network, (2) cumulative firm knowledge, and (3) quantitative screening

Generates ~500 potential quality opportunities from a universe of ~50,000 global securities

# Research Mosaic and Valuation Analysis

Traditional and non-traditional research of forward growth, past results, ESG, competitive advantages, and risks to estimate reasonable price

Reduce pool to ~150 companies exhibiting barriers to entry, durability, and reasonable prices

#### Quality Compounding and Absolute Risk Management

Build a concentrated, unconstrained, and diversified portfolio we believe can provide quality growth while maintaining sell discipline and a focus on absolute risk

Portfolios of holdings with high alpha potential over a full market cycle, where we believe insight advantages exist

### Research Mosaic





GQG may integrate ESG analysis alongside our traditional and non-traditional investment analysis as elements of our investment research "mosaic" at any time throughout the investment process. The role that each element plays in our investment thesis for any individual portfolio holding varies based on financial materiality of ESG issues to the position, availability of ESG data, position size, and other factors.



**Relative Sector Weight** 

# INVESTING OVERVIEW

Portfolio Adaptability

### **GQG Partners Emerging Markets Equity Composite Sector Weights**



#### **Absolute Sector Weight**

As of 30 September 2024. Benchmark: MSCI Emerging Markets (Net). Sector exposure is based upon the representative portfolio, which is an account in the Composite that GQG believes most closely reflects the current portfolio management style for the Strategy. Please see the Appendix for additional important information.



### Portfolio Construction and Considerations

#### We follow broad portfolio guidelines that we believe provide sensible diversification parameters

#### **Typical Portfolio Parameters\***

#### **GQG Portfolio Perspectives**

| Number of<br>Holdings<br>(By Strategy)         | <ul> <li>US: 15-40</li> <li>Emerging Markets: 40-80</li> <li>Concentrated Global: 10-20</li> <li>Global and International: 35-70</li> </ul> | Quality         | <ul> <li>Informed by historical data but driven by forward-looking conviction</li> <li>Analyze company durability, valuation, management, and earnings</li> </ul>   |
|--|---|-----------------|---|
| Max Purchase<br>Position Size<br>(By Strategy) | <ul> <li>US: 20%</li> <li>Emerging Markets: 10%</li> <li>Concentrated Global: 15%</li> <li>Global and International: 10%</li> </ul>         | Valuation       | <ul> <li>Seek reasonably priced companies and aim to adapt over time</li> <li>Focus on compounding potential over labels like value and growth</li> </ul>   |
| Market Cap                                     | <ul> <li>No restrictions, large cap focus</li> </ul>  | Liquidity       | <ul> <li>We view large cap companies exhibiting quality characteristics as<br/>offering favorable liquidity profiles across global markets</li> </ul>   |
| Sector   | <ul> <li>At least five sectors at all times<br/>(except US portfolios; no sector<br/>restrictions)</li> </ul>                               | Risk Management | <ul> <li>The greatest risk is "getting the business wrong"</li> <li>Diversify across risk factors impacting portfolio companies</li> <li>Focus on absolute risk, no tracking error restrictions</li> </ul>  |
| Country  | <ul> <li>Maximum 20% overweight<br/>relative to the Benchmark</li> </ul>  | Sell Discipline | <ul> <li>Endeavor to be long-term investors, disciplined but not dogmatic</li> <li>Typically aggressive sellers upon signs of deterioration or when more compelling opportunities are identified</li> </ul> |
| Cash   | <ul> <li>Fully invested under normal<br/>market conditions</li> </ul>   | Turnover        | <ul> <li>Turnover is typically a byproduct of our sell discipline</li> <li>Will vary based on market conditions and changes in the opportunity set</li> </ul>   |

\*Typical portfolio parameters provided for illustrative purposes only. They are subject to change and not intended to represent the actual guidelines of any particular account, model, fund, or product. For institutional investor and financial professional use only. Not for use with retail investors. Not for public distribution.



Compounding Capital with Quality

### **GQG Partners Emerging Markets Equity Composite Investment Growth Since Inception**

Seeking quality compounding that exhibits higher growth with less downside and volatility than the benchmark



As of 30 September 2024. Benchmark: MSCI Emerging Markets (Net). Inception: 1 December 2014. Universe Source: Morningstar. Peer Universe: Emerging Markets (143 strategies). PAST PERFORMANCE MAY NOT BE INDICATIVE OF FUTURE RESULTS. Please see the Appendix for additional important information.



Geographical Alpha Diversification

### GQG Partners Emerging Markets Equity Composite Excess Return by Country %



Annualized Excess Return vs MSCI EM Index Top 5 Countries by Weight (Net of Fees, Since Inception)

As of 30 September 2024. Source: S&P Capital IQ. Inception: 1 December 2014. Represents performance of the Representative Portfolio of the GQG Partners Emerging Markets Equity Composite in the top five countries by weight of the MSCI EM Index. The Representative Portfolio is the account in the Composite that GQG believes most closely reflects the current portfolio management style for the Strategy. Country returns are calculated net of fees using a holdings-based methodology. Total return calculations for each country do not include the impact of cash and returns may be higher or lower if cash was considered in the return calculation. The Composite total return includes the impact of cash. Performance for periods prior to 1 June 2016 was achieved prior to the creation of the firm. PAST PERFORMANCE MAY NOT BE INDICATIVE OF FUTURE RESULTS. Please see the Appendix for additional important information.

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# **STRATEGY OVERVIEW**

## GQG Partners Emerging Markets Equity Strategy

| Total Returns             | 1mo   | 3mos  | YTD   | 1yr   | 3yrs | 5yrs  | ITD  |
|---------------------------|-------|-------|-------|-------|------|-------|------|
| Composite (Gross of Fees) | 0.06  | -0.63 | 15.85 | 30.56 | 6.73 | 11.81 | 8.33 |
| Composite (Net of Fees)   | -0.01 | -0.84 | 15.11 | 29.46 | 5.83 | 10.87 | 7.42 |
| Benchmark                 | 6.68  | 8.72  | 16.86 | 26.05 | 0.40 | 5.75  | 4.08 |
| +/- (net vs benchmark)    | -6.69 | -9.57 | -1.75 | 3.41  | 5.43 | 5.12  | 3.33 |

#### Trailing Returns % (Inception 1 December 2014)

#### Calendar Year Returns % (Inception 1 December 2014)

| Total Returns             | 2023  | 2022   | 2021  | 2020  | 2019  | 2018   | 2017  | 2016  | 2015  |
|---------------------------|-------|--------|-------|-------|-------|--------|-------|-------|-------|
| Composite (Gross of Fees) | 31.98 | -20.28 | -0.83 | 35.71 | 23.11 | -13.59 | 35.15 | 7.48  | -7.72 |
| Composite (Net of Fees)   | 30.87 | -20.95 | -1.66 | 34.57 | 22.07 | -14.32 | 34.01 | 6.58  | -8.51 |
| Benchmark                 | 9.83  | -19.79 | -2.23 | 17.60 | 18.44 | -13.51 | 27.09 | 11.72 | -4.30 |
| +/- (net vs benchmark)    | 21.04 | -1.16  | 0.56  | 16.96 | 3.64  | -0.81  | 6.92  | -5.14 | -4.21 |

As of 30 September 2024. Benchmark: MSCI Emerging Markets (Net). GQG Partners LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this performance information in compliance with the GIPS standards. Performance data is based on the firm's composite for the strategy. Performance presented prior to June 1, 2016 was achieved prior to the creation of the firm. The prior track record has been reviewed by Ashland Partners & Company, LLP and conforms to the portability requirements of the GIPS standards. On June 28, 2017, ACA Performance Services, LLC acquired the investment performance service business of Ashland Partners & Company, LLP. For periods after June 1, 2016, the composite consists of accounts managed by GQG pursuant to the strategy. Please see the Appendix for additional disclosures regarding the composite. The US dollar is the currency used to express performance. Returns are presented both gross and net of management fees and include the reinvestment of all income, calculated after the deduction of actual trading expenses and other administrative fees (custody, legal, administration, audit and organization fees). Net returns are calculated using the highest/model rack rate fee. Gross and Net performance are net of foreign withholding taxes. Returns for periods greater than one year are annualized. PAST PERFORMANCE MAY NOT BE INDICATIVE OF FUTURE RESULTS.

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# **STRATEGY OVERVIEW**

### Measuring Performance Consistency

#### GQG Partners Emerging Markets Equity Composite Rolling Success Rate Since Inception (Net of Fees)

| Rolling Period Excess Return<br>vs Benchmark | GQG % Period<br>Outperformance | GQG # Period<br>Outperformance | GQG Average<br>Excess Return | Universe % Period<br>Outperformance | Universe # Period<br>Outperformance | Universe Average<br>Excess Return |
|--|--------------------------------|--------------------------------|------------------------------|-------------------------------------|-------------------------------------|-----------------------------------|
| 3-Month Rolling Periods                      | 54%                            | 63 of 116                      | 0.91%                        | 53%                                 | 62 of 116                           | 0.13%                             |
| 1-Year Rolling Periods                       | 69%                            | 74 of 107                      | 4.60%                        | 56%                                 | 60 of 107                           | 0.68%                             |
| 3-Year Rolling Periods                       | 86%                            | 71 of 83                       | 3.51%                        | 53%                                 | 44 of 83                            | 0.37%                             |
| 5-Year Rolling Periods                       | 100%                           | 59 of 59                       | 3.93%                        | 57%                                 | 33 of 59                            | 0.46%                             |

#### GQG Partners Emerging Markets Equity Composite Risk Statistics and Percentile Rank Since Inception % (Net of Fees)

| <b>Risk Statistics</b> | GQG   | Benchmark | Universe Rank |
|------------------------|-------|-----------|---------------|
| Alpha                  | 3.76  | _         | 4             |
| Beta                   | 0.74  | 1.00      | 5             |
| Standard Deviation     | 14.96 | 17.24     | 3             |
| Sharpe Ratio           | 0.38  | 0.13      | 3             |
| Upside Capture         | 89.14 | 100.00    | 85            |
| Downside Capture       | 72.79 | 100.00    | 8             |
| R-Squared              | 73.85 | 100.00    | -             |
| Tracking Error         | 8.81  | -         | -             |

As of 30 September 2024. Benchmark: MSCI Emerging Markets (Net). Inception: 1 December 2014. Source: Morningstar. Peer Universe: Emerging Markets (143 strategies). PAST PERFORMANCE MAY NOT BE INDICATIVE OF FUTURE RESULTS. Please see the Appendix for additional important information.


## **STRATEGY OVERVIEW**

## GQG Partners Emerging Markets Equity Strategy

| Top 10 Holdings %           | GQG   |
|-----------------------------|-------|
| TSMC                        | 7.92  |
| ITC Ltd                     | 6.32  |
| Petroleo Brasileiro SA      | 5.82  |
| TotalEnergies SE            | 3.13  |
| Adani Green Energy Ltd      | 2.67  |
| Tencent Holdings Ltd        | 2.65  |
| Adani Enterprises Ltd       | 2.61  |
| ICICI Bank Ltd              | 2.54  |
| MercadoLibre Inc            | 2.51  |
| Bank Mandiri Persero Tbk PT | 2.48  |
| Top 10 Holdings             | 38.64 |

| Top 10 Countries %   | GQG   | Benchmark | -/+    |
|----------------------|-------|-----------|--------|
| India                | 33.49 | 19.52     | 13.97  |
| Brazil               | 13.41 | 4.83      | 8.58   |
| China                | 12.46 | 27.81     | -15.35 |
| United States        | 10.28 | -         | 10.28  |
| Taiwan               | 7.92  | 17.57     | -9.64  |
| Indonesia            | 4.92  | 1.65      | 3.27   |
| Saudi Arabia         | 3.45  | 3.79      | -0.34  |
| United Arab Emirates | 3.24  | -         | 3.24   |
| France               | 3.13  | -         | 3.13   |
| Singapore            | 2.19  | -         | 2.19   |

| GICS Sectors %         | GQG   | Benchmark | -/+    |
|------------------------|-------|-----------|--------|
| Communication Services | 7.61  | 9.43      | -1.81  |
| Consumer Discretionary | 4.33  | 13.98     | -9.66  |
| Consumer Staples       | 13.81 | 5.24      | 8.57   |
| Energy                 | 17.54 | 4.75      | 12.79  |
| Financials             | 21.91 | 22.84     | -0.93  |
| Health Care            | 2.36  | 3.60      | -1.24  |
| Industrials            | 7.49  | 6.77      | 0.72   |
| Information Technology | 9.18  | 22.23     | -13.04 |
| Materials              | 4.40  | 6.64      | -2.24  |
| Real Estate            | 1.09  | 1.59      | -0.50  |
| Utilities              | 7.74  | 2.93      | 4.80   |
| Cash                   | 2.54  | -         | 2.54   |

| Characteristics                  | GQG   | Benchmark |
|----------------------------------|-------|-----------|
| # of Holdings                    | 75    | 1,277     |
| Weighted Average Market Cap (bn) | \$232 | \$154     |
| Median Market Cap (bn)           | \$50  | \$9       |
| Dividend Yield %                 | 3.49  | 2.52      |
| Long-Term Earnings Growth %      | 16.82 | 19.62     |
| Return on Equity %               | 19.46 | 15.23     |
| FCF Yield %                      | 5.44  | 3.96      |
| Price / Earnings                 | 12.02 | 12.44     |
| Price / Book                     | 2.38  | 1.87      |
| Active Share                     | 79.07 | -         |

As of 30 September 2024. Benchmark: MSCI Emerging Markets (Net). The data presented is based upon a representative portfolio, which is an account in the composite that GQG believes most closely reflects the current portfolio management style for the strategy. Portfolio holdings are subject to change, and the holdings of actual client portfolios may differ from the representative portfolio. Sector, country, and holdings calculations include cash and may not sum precisely due to rounding. Characteristics calculations exclude cash. Please see the Appendix for additional important information.



For more information about GQG Partners and our investment strategies, please contact your GQG Partners representative or email **<u>clientservices@gqg.com</u>**.

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## Abu Dhabi

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As a firm, we are committed to improving the lives of our clients, our associates and our communities. GQG GIVES has been established to honor our commitment to our communities and support our associates in both their own charitable endeavors and directing those of the firm at large. **The program consists of three main components:** 

#### **GQG Partners Community Empowerment Foundation**

The Jain family has founded and graciously funded the GQG Partners Community Empowerment Foundation to help us impact our associates' communities in the name of GQG Partners. Charitable giving from the Foundation focuses on three core areas dear to our Chairman's heart: education for first-generation students, women's rights and education, and access to food and healthcare for the extremely impoverished. The foundation is funded and operated entirely independent of GQG Partners LLC.

## **Community Engagement**

GQG GIVES will support events and projects that engage associates with their local communities. The program will explore, organize and oversee activities like 2018's Riverwalk Run in Fort Lauderdale, holiday adopt-a-family drive, and development of community volunteer projects and similar initiatives to facilitate community involvement.

#### **Charitable Contribution Matching**

In support and encouragement of associate philanthropy, GQG Partners commits that each associate's charitable donations to qualified non-profits will be matched dollar for dollar, up to US\$5,000 per calendar year per associate.





## **APPENDIX** Important Information

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**Intermediary:** Pooled funds where we serve as primary investment adviser and arrange for distribution through third party intermediaries.

**Institutional:** Accounts and pooled funds for which we provide investment advisory services (either as directly or on a delegated basis) to institutional clients or investors, and there is no sponsor or intermediary that provides third party distribution.

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Unless otherwise indicated, data and calculations are sourced from GQG Partners, Northern Trust, MSCI, Standard and Poor's (S&P).

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## **APPENDIX** Important Information

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#### INFORMATION ABOUT BENCHMARKS

#### MSCI Emerging Markets (Net) Index

MSCI benchmark returns have been obtained from MSCI, a nonaffiliated third-party source. Neither MSCI nor any other party involved in or related to compiling, computing or creating the MSCI data makes any express or implied warranties or representations with respect to such data (or the results to be obtained by the use thereof), and all such parties hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability or fitness for a particular purpose with respect to any of such data. Without limiting the foregoing, in no event shall MSCI, any of its affiliates or any third party involved in or related to compiling, computing, or creating the data have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility. The MSCI Emerging Markets (Net) Index is a floatadjusted market cap weighted equity index, which tracks stocks from emerging market countries. The index is net of foreign withholdings taxes and dividends, is unmanaged, and does not include the effect of fees. It's not possible to invest directly in an index.

Information about benchmark indices is provided to allow you to compare it to the performance of GQG strategies. Investors often use these well-known and widely recognized indices as one way to gauge the investment performance of an investment manager's strategy compared to investment sectors that correspond to the strategy. However, GQG's investment strategies are actively managed and not intended to replicate the performance of the indices: the performance and volatility of GQG's investment strategies may differ materially from the performance and volatility of their benchmark indices, and their holdings will differ significantly from the securities that comprise the indices. You cannot invest directly in indices, which do not take into account trading commissions and costs. Net total return indices reinvest dividends after the deduction of withholding taxes, using (for international indices) a tax rate applicable to nonresident institutional investors who do not benefit from double taxation treaties.

#### INFORMATION ON PEER GROUPS

#### **Emerging Markets Peer Universe**

The Emerging Markets peer group is comprised of Morningstar peers that divide their assets among 20 or more nations, although they tend to focus on the emerging markets of Asia and Latin America rather than on those of the Middle East, Africa, or Europe. These portfolios invest at least 70% of total assets in equities and invest at least 50% of stock assets in emerging markets.

#### INFORMATION ON RISK STATISTICS AND FUNDAMENTALS

Standard Deviation: Absolute volatility measured as the dispersion of monthly returns around an average. Sharpe Ratio: Return per unit of risk measured as the excess return (over a riskfree rate) divided by standard deviation. Alpha: Outperformance measured as risk-adjusted excess returns over the benchmark. Beta: Relative volatility measured as systematic risk relative to a benchmark. Upside Capture Ratio: Performance in periods where the benchmark was up. Downside Capture Ratio: Performance in periods where the benchmark was down. R-Squared (R2): Benchmark fit measured as the percentage of return movements explained by the index. Tracking Error: Standard deviation of excess returns relative to the benchmark.

Active Share: Proportion of portfolio holdings that differ from the benchmark. Dividend Yield: Annualized percentage of stock price paid out as dividends. Earnings Growth: Annualized growth rate of companies earnings per share. Return on Equity: Percentage of earnings relative to company equity. Free Cash Flow Yield: Percentage of free cash flow relative to company equity. Price/Earnings: Price to earnings per share ex negative earners. Price/FCF: Price to free cash flow per share. Price/Book: Market price of a stock divided by the company's per-share book value. Market Capitalization: Company number of shares outstanding multiplied by the current price per share. Weighted Average Market Cap: Average market cap of portfolio companies weighted by portfolio weighting of the company. Median Market Cap: Midpoint market cap of companies in a portfolio.

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## **APPENDIX** Important Information

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## GQG PARTNERS LLC EMERGING MARKETS EQUITY TOTAL COMPOSITE GIPS REPORT

|             | Total<br>Firm<br>Assets | Composite<br>Assets | Number         | % of<br>Non-   | Annual Performance<br>Results<br>Composite |         |                  |                           | Composite       | Benchmark      |
|-------------|-------------------------|---------------------|----------------|----------------|--|---------|------------------|---------------------------|-----------------|----------------|
| Year<br>End | (USD)<br>(millions)     | (USD)<br>(millions) | of<br>Accounts | Fee-<br>Paying | Gross                                      | Net     | MSCI EM<br>Index | Composite<br>Dispersion** | 3 Yr<br>St Dev‡ | 3 Yr<br>St Dev |
| 2023        | 119,177                 | 32,976              | 15             | 0              | 31,98%                                     | %       | 9.83%            | 1.57%                     | 14.76%          | 17.14%         |
| 2022        | 87,637                  | 22,318              | 15             | 0              | -20.28%                                    | -20.95% | -20.09%          | 1.65%                     | 18.66%          | 20.26%         |
| 2021        | 91,095                  | 25,548              | 16             | 0              | -0.83%                                     | -1.66%  | -2.54%           | 0.70%                     | 16.70%          | 18.33%         |
| 2020        | 66,764                  | 21,591              | 16             | 0              | 35.71%                                     | 34.57%  | 18.31%           | 1.30%                     | 18.54%          | 19.60%         |
| 2019        | 29,692                  | 9,222               | 11             | 0              | 23.11%                                     | 22.07%  | 18.42%           | 1.02%                     | 12.47%          | 14.17%         |
| 2018        | 15,304                  | 5,352               | 9              | 0              | -13.59%                                    | -14.32% | -14.58%          | 0.34%                     | 13.16%          | 14.60%         |
| 2017        | 8,696                   | 4,336               | 9              | 0.06           | 35.15%                                     | 34.01%  | 37.28%           | N.M.                      | 11.51%          | 15.35%         |
| 2016        | 763                     | 55.85               | 2              | 3.40           | 7.48%                                      | 6.58%   | 11.20%           | N.M.                      | N.A.            | N.A.           |
| 2015        |                         | 6.74                | 1              | 100            | -7.72%                                     | -8.51%  | -14.92%          | N.M.                      | N.A.            | N.A.           |
| 2014*       |                         | 7.31                | 1              | 100            | -6.10%                                     | -6.17%  | -4.61%           | N.M.                      | N.A.            | N.A.           |

\*Composite and benchmark performance are for the period December 1, 2014 through December 31, 2014.

\*\* The dispersion is measured using the asset-weighted standard deviation of annual gross-of-fee returns of those portfolios that were included in the composite for the entire year. For those years when less than six portfolios were included in the composite for the full year, no dispersion measure is presented.

<sup>‡</sup> The three-year annualized standard deviation measures the variability of the composite gross returns over the preceding 36-month period.

N.M. - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.

N.A. - The composite track record does not span three years; therefore, this number is not available.

<u>GOG Partners Emerging Markets Equity Total Composite</u> includes all fully discretionary institutional portfolios, with consistent investment parameters, that invest in equity investments in companies whose securities are principally traded in, or whose principal revenues, operations or business risk are attributable to principally emerging markets countries. The composite includes portfolios that contain client directed restrictions that do not materially impact the management of the portfolio. For comparison purposes, the Composite is measured against the MSCI Emerging Markets Index (net of withholding taxes). Returns include the effect of foreign currency exchange rates.

The Composite was created January 1, 2021 with an inception date of December 1, 2014.

On July 1, 2022, GQG Partners LLC promoted three Deputy Portfolio Managers to Portfolio Manager to work alongside Rajiv Jain, the Chief Investment Officer of GQG Partners LLC and Portfolio Manager for all GQG portfolios. Investment decisions are typically made collaboratively by the Portfolio Managers, although Rajiv Jain as Chief Investment Officer retains veto rights on any portfolio decision and the ability to act unilaterally. Owing to notice and/or consent requirements, it is possible that Mr. Jain will continue to have sole discretionary authority over a limited number of portfolios for a limited period of time after July 1, 2022.

GQG Partners LLC claims compliance with the Global Investment Performance Standards (GIPS<sup>®</sup>) and has prepared and presented this report in compliance with the GIPS standards. GQG Partners LLC has been independently verified for the periods June 1, 2016 through December 31, 2023. The verification report(s) is/are available upon request. 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.

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Performance presented prior to June 1, 2016 was achieved prior to the creation of the firm. The account is a personal account of the Portfolio Manager who was the only individual responsible for selecting the securities to buy and sell. The prior track record has been reviewed by Ashland Partners & Company, LLP and conforms to the portability requirements of the GIPS standards. On June 28, 2017, ACA Performance Services, LLC acquired the investment performance service business of Ashland Partners & Company, LLP.

The US dollar is the currency used to express performance. Returns are presented both gross and net of management fees and include the reinvestment of all income. Gross and Net performance are calculated after the deduction of actual trading expenses and other administrative fees (custody, legal, admin, audit and organization fees). Net returns are calculated using the highest/model rack rate fee. Gross and Net performance are net of foreign withholding taxes.

The investment management fee schedule for the composite is 0.85%. Actual investment advisory fees incurred by clients may vary.

The investment management fee schedule for the GQG Partners Emerging Markets Equity Fund, a series of GQG Partners Series LLC, which is included in the GQG Partners Emerging Markets Equity Total Composite, is 0.80% on all assets. The Fund's qualifying expenses are currently capped at 0.15%, so the total expense ratio for the GQG Partners Emerging Markets Equity Fund will not exceed 0.95%. This is not an offer to sell securities. That may only be accomplished by the issuance of a private offering memorandum/subscription documents.

Policies for valuing investments, calculating performance, and preparing GIPS composite reports are available upon request. GQG Partners calculates asset weighted standard deviation. Past performance is not indicative of future results.

# Causeway



**Emerging Markets Equity** Year to Date Composite Review September 30, 2024

## Los Angeles, CA Dallas, TX Bryn Mawr, PA Melbourne, Australia Shanghai, China (Subsidiary) www.causewaycap.com

Solely for the use of institutional investors and professional advisers.GIPS Report and Disclosures begin on page 47 of the presentation.

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Important Disclosures



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# **Global Equity Specialists**

- > Founded in 2001
- > Majority employee-owned
- > 110 employees including 40 investment professionals\*
- > \$53.4 billion in assets under management

| Strategies               | Primary Benchmark         | Assets (\$mm) | Mutual Fund<br>Assets (\$mm) | First Inception<br>Date |
|--------------------------|---------------------------|---------------|------------------------------|-------------------------|
| International Value      | MSCI EAFE                 | 40,409        | 11,611                       | 1990**                  |
| Global Value             | MSCI ACWI                 | 3,456         | 48                           | 2001                    |
| Emerging Markets         | MSCI Emerging Markets     | 5,192         | 2,205                        | 2007                    |
| International Small Cap  | MSCI ACWI ex US Small Cap | 782           | 227                          | 2014                    |
| Opportunities Strategies | MSCI ACWI ex US           | 3,588         | 293                          | 2007                    |
| Sustainable Strategies   | MSCI ACWI                 | 3             | -                            | 2021                    |

\*Includes employees of both Causeway Capital Management LLC and its affiliate, Causeway (Shanghai) Information Consulting Co., Ltd.

\*\*Strategy incepted at prior firm.

Assets as of September 30, 2024





Causeway

September 30, 2024

## Our Firm

| Our Firm   |   | OPERATIN   | G COMMITTEE  |                          |   |
|--|---|--|--|--------------------------|---|
| Sarah Ketterer   | Harry Hartford  |  | onor Muldoon Joe Gubler  | Eric Crabtree            | Paul O' Grady                               |
| <b>PORTFOLIO N</b><br>Sarah Ketterer<br><i>Chief Executive Officer</i> | <b>AANAGEMENT</b><br>Harry Hartford<br><i>President</i> | <b>RELATIONSHIP MANAGEMEN</b><br>Eric Crabtree<br>Chief Client Service Officer | T BUSINESS DEVELOPMENT<br>Paul O'Grady<br>Head of Business Development |                          | DMINISTRATION<br>Fermelia<br>Inting Officer |
| Jonathan Eng   | Arjun Jayaraman, PhD                                    | Sarah Van Ness, CFA  | CONSULTANT RELATIONS   | LEGAL   COMPLIANCE       | TRADING                                     |
| Conor Muldoon, CFA   | Duff Kuhnert, CFA                                       | Salah van Ness, CFA  | Jerry MacDonald  | Kurt Decko               | Rick Ingram                                 |
| Alessandro Valentini, CFA  | Joe Gubler, CFA   | David Rains, CFA   |  | General Counsel, CCO     | <i>Head Trader</i><br>Steve Kinomoto        |
| Ellen Lee  | Ryan Myers  | Taylor Alan-Lee, CFA   | INSTITUTIONAL SALES  | Gretchen Corbell         |   |
| Steven Nguyen, CFA   | Mozaffar Khan, PhD<br>Director of                       |  | John Landau  | Mindy Yu                 | FINANCE   RISK<br>Daniel Pham               |
| Brian Woonhyung Cho  | Sustainability Research                                 | CLIENT REPORTING   | Colin McGeehin, CFA  | Kevin Hu                 | CFO, Risk Officer                           |
| ASSOCIATE PORTFO   | DLIO MANAGEMENT   | JoAnna Apfel   | INTERMEDIARY   | Christina Vaughan-Lahner | Brooke Tarkashvand                          |
| Greg Squires, CFA  | Reid Ross, CFA  | Seema Bains  | NATIONAL ACCOUNTS  | Jonathan Hu              | TECHNOLOGY                                  |
| SENIOR RESEA   | ARCH ANALYSTS   | Jackson Anhut  | David Hissey   |                          | Pete Petersen                               |
| Huray Basar, CFA David Kho   | oo, CFA Spenser May, CFA                                | Jackson Annue  | Danny O'Donnell, CFA   | PORTFOLIO SERVICES       | Chief Technology Officer                    |
| Naveen Bobba Nate Kle  | in. CFA Gavin Scott                                     | Danielle Durkovic  | Kathryn Hall   | Keisha Moore             | Steve Cooper                                |
|  |   |  |  | Director of Operations   | Taline Hagopian                             |
| Bennett Bullock Andrew L   | iu, CFA Jonny Shea                                      | CAUSEWAY ANALYTICS   | PRODUCT MANAGEMENT   | Jason Aiello             | Kumar Mahadeva                              |
| Mike Cho, CFA Ross Loch  | er, CFA Nick Wells, CFA                                 | Turner Swan  | Kevin Moutes   | James Villaroman         | Ben Farol                                   |
| Katy Fang, CFA* Tong   | Lu Andrew Zhang, CFA                                    | Chief Operating Officer  | Sandi Kageyama   | Sterling Kawamata        | Joe Bergstrom                               |
|  | H ANALYSTS  |  |  | -                        | James Reynolds                              |
| Kate Byrne-Slepicka  | Ryan Greenwald  | INVESTMENT TECHNOLOGY  | HUMAN RESOURCES  | Tom Chang                | Nathan Chang                                |
| Claudia Crivello   | Chang Hu, CFA*  | Kevin Najimi, CFA<br>Director of Investment Technolo                           | Jaime Rochon<br>Director of Human Resources                            | Trent Ashby              | Ahmad Hosein                                |
| Marshall Dong  | Allison Liegner, CFA                                    | Jonathan Hammel  | Maki Vance   | Sindy Fabrizio           | Jacob Diamond                               |
| Lynn Giam  | Blake Mielke  |  |  |                          |   |
| Michael Gianatasio   | Hailey Xu, CFA*   | Karthik Nichenametla   | Jules Kaericher  | FUND ADMINISTRATION      | Nicholas Gibson                             |
|  |   | Zach Beaudoin  |  | Faith Kim                | Simeon Wilson                               |
|  | <b>ILITY ANALYST</b><br>ya Pereira                      |  |  |                          | Swati Shende                                |
|  | -   |  | 144  |                          | Randall Oshita                              |
| *Katy Fang, Chang Hu, and Haile  | y Xu are employees of Causeway                          | (Shanghai) Information Consulting Co.  | , Ltd.   |                          |   |



# Research Experience, Depth and Continuity

|                         | Inperience, Depth                                 | and         | Continuation          |
|-------------------------|---|-------------|-----------------------|
| Name                    | Portfolio Manager                                 | Yrs w/ Team | Investment Experience |
| Sarah Ketterer          | Fundamental                                       | 34          | 38                    |
| Harry Hartford          | Fundamental                                       | 30          | 40                    |
| Jonathan Eng            | Fundamental                                       | 28          | 32                    |
| Duff Kuhnert, CFA       | Quantitative                                      | 28          | 29                    |
| Conor Muldoon, CFA      | Fundamental                                       | 21          | 29                    |
| Joe Gubler, CFA         | Quantitative                                      | 19          | 19                    |
| Arjun Jayaraman, PhD,   | CFA Quantitative                                  | 18          | 26                    |
| Alessandro Valentini, C | FA Fundamental                                    | 18          | 23                    |
| Ellen Lee               | Fundamental                                       | 17          | 21                    |
| Steven Nguyen, CFA      | Fundamental                                       | 12          | 21                    |
| Ryan Myers              | Quantitative                                      | 11          | 19                    |
| Brian Woonhyung Cho     | Fundamental                                       | 11          | 19                    |
| Mozaffar Khan, PhD      | Quantitative, Director of Sustainability Research | 7           | 19                    |
|                         | Mean # of years:                                  | 20          | 26                    |
|                         | Associate Portfolio Manager                       |             |                       |
| Greg Squires, CFA       | Fundamental                                       | 10          | 15                    |
| Reid Ross, CFA          | Fundamental                                       | 6           | 19                    |
|                         | Senior Research Analysts                          |             |                       |
| Mike Cho, CFA           | Fundamental                                       | 10          | 18                    |
| Ross Locher, CFA        | Fundamental                                       | 9           | 14                    |
| Nate Klein, CFA         | Fundamental                                       | 8           | 14                    |
| Andrew Zhang, CFA       | Fundamental                                       | 8           | 11                    |
| Andrew Liu, CFA         | Quantitative                                      | 6           | 13                    |
| Spenser May, CFA        | Fundamental                                       | 6           | 12                    |
| Tong Lu                 | Quantitative                                      | 5           | 8                     |
| David Khoo, CFA         | Fundamental                                       | 5           | 14                    |
| Jonny Shea              | Fundamental                                       | 3           | 11                    |
| Katy Fang, CFA*         | Fundamental                                       | 4           | 9                     |
| Naveen Bobba            | Fundamental                                       | 3           | 24                    |
| Gavin Scott             | Fundamental                                       | 2           | 10                    |
| Bennett Bullock         | Quantitative                                      | 1           | 16                    |
| Huray Basar, CFA        | Quantitative                                      | 2           | 9                     |
| Nick Wells, CFA         | Fundamental                                       | 1           | 12                    |
|                         | Research Analysts                                 |             |                       |
| Claudia Crivello        | Fundamental                                       | 3           | 3                     |
| Chang Hu, CFA*          | Fundamental                                       | 3           | 8                     |
| Hailey Xu, CFA*         | Fundamental                                       | 2           | 6                     |
| Michael Gianatasio      | Fundamental                                       | 1           | 3                     |
| Kate Byrne-Slepicka     | Fundamental                                       | 1           | 4                     |
| Ryan Greenwald          | Fundamental                                       | 1           | 7                     |
| Marshall Dong           | Quantitative                                      | 1           | 6                     |
| Blake Mielke            | Fundamental                                       | 1           | 4                     |
| Lynn Giam               | Fundamental                                       | 0           | 5                     |
| Allison Liegner, CFA    | Fundamental                                       | 0           | 4                     |



\*Katy Fang, Chang Hu, and Hailey Xu are employees of Causeway (Shanghai) Information Consulting Co., Ltd.







# Serving Clients Worldwide (Clients for more than 10 years noted in blue)

| 0  | •  |   |
|--|--|---|
| SUB-ADVISED  | PUBLIC (GOVERNMENT)  | MODEL/SMA PROGRAMS  |
| American Beacon Funds: American Beacon Intl Equity Fund  | City of Philadelphia Public Employees Retirement System  | CIBC Asset Management Inc.  |
| Christian Brothers Investment Services, Inc.:  | City of Tucson Supplemental Retirement System  | Fidelity Instl Wealth Adviser LLC   |
| Catholic Responsible Investments International Equity  | Fire and Police Employees' Retirement System of the City of Baltimore  | FolioDx   |
| Columbia Funds Series Trust I: Multi-Manager Intl Equity   | Insurance Commission of Western Australia  | Fulton Bank, N.A.   |
| Jackson National Asset Mgmt/CCM Intl Value Select Fund   | LA County Deferred Compensation and Thrift Plan  | Kovitz Investment Group Partners, LLC   |
| INL Multi-Manager International Small Cap Fund   | New York State Common Retirement Fund  | Merrill Lynch Investment Advisory Program   |
| Morgan Stanley Pathway Funds   | Ohio Police & Fire Pension Fund  | Natixis Advisors, L.P./Callan LLC   |
| Northern Trust Active M International Equity Fund  | Public School Retirement System of The City of St. Louis   | Natixis Advisors, L.P./Cambridge  |
| Principal/Causeway International Value CIT   | Trust for Retiree Medical, Dental and Life Insurance Plan of the Army  | Pathstone Family Office, LLC  |
| Principal Funds, Inc.: Overseas Fund   | and Air Force Exchange Service   | Raymond James & Associates, Inc.  |
| SEI Investments Canada Company: International Equity Fund  | Retirement Annuity Plan for Employees of the Army & Air Force Exchange Svc.  | Sawtooth Solutions, LLC   |
| SEI Institutional Investments Trust: International Equity Fund   | State Board of Administration of Florida   | SEI: SMAP/IMAP Managed Acct Program   |
| SEI Institutional Investments Trust: EM Equity Fund  | Teachers Retirement System of Oklahoma   | Smartleaf, Inc.   |
| Trust for Professional Managers: ActivePassive Intl Equity ETF   | The Winnipeg Civic Employees' Pension Plan   | SMArtX Advisory Solutions, LLC  |
| L4 Confidential Sub-Advised  | Winnipeg Police Pension Plan   | Strategic Advisers LLC  |
|  | 11 Confidential Public (Government)  | SYSTM Wealth Solutions LLC  |
| CORPORATE  | UNION/MULTI-EMPLOYER   | Vestmark Advisory Solutions, Inc  |
| Ameren Master Retirement Trust   | 1199 Health Care Employees Pension Fund  | 22 Confidential Model/SMA Programs  |
| American Airlines, Inc., Master Fixed Benefit Pension Plan   | Amalgamated Bank   | SUPERANNUATION  |
| Covenant Health, Inc.  | Burroughs Wellcome Fund  | 1 Confidential Superannuation   |
| Danaher Corporation Retirement Plans' Master Trust   | Elevator Constructors Union Local No. 1 Annuity and 401(k) Plan  | HEALTH CARE   |
| Rockwell Automation  |  |   |
|  | Healthcare Employees' Pension Plan - Manitoba  | Mercy Health, Inc.  |
| Jnited Corporations Limited  | Healthcare Employees' Pension Plan - Manitoba<br>Ironworkers Local 580 Pension Fund  | Mercy Health, Inc.<br>Mercy Health Retirement Trust   |
|  |  |   |
| Jnisys Master Trust  | Ironworkers Local 580 Pension Fund   | Mercy Health Retirement Trust   |
| Jnisys Master Trust<br>JS Steel and Carnegie Pension Fund: Retirement Plan Trust   | Ironworkers Local 580 Pension Fund<br>Steamfitters Local Union No. 420 Pension Fund  | Mercy Health Retirement Trust<br>HIGH NET WORTH   |
| Jnisys Master Trust<br>JS Steel and Carnegie Pension Fund: Retirement Plan Trust   | Ironworkers Local 580 Pension Fund<br>Steamfitters Local Union No. 420 Pension Fund<br>4 Confidential Union/Multi-Employer   | Mercy Health Retirement Trust<br>HIGH NET WORTH<br>19 Confidential High Net Worth   |
| Jnisys Master Trust<br>JS Steel and Carnegie Pension Fund: Retirement Plan Trust<br>L5 Confidential Corporate<br>CIT   | Ironworkers Local 580 Pension Fund<br>Steamfitters Local Union No. 420 Pension Fund<br>4 Confidential Union/Multi-Employer<br>FOUNDATION/ENDOWMENT/CHARITABLE  | Mercy Health Retirement Trust<br>HIGH NET WORTH<br>19 Confidential High Net Worth<br>DEFINED CONTRIBUTION   |
| Unisys Master Trust<br>US Steel and Carnegie Pension Fund: Retirement Plan Trust<br>L5 Confidential Corporate<br>CIT<br>Causeway Emerging Markets Equity CIT   | Ironworkers Local 580 Pension Fund<br>Steamfitters Local Union No. 420 Pension Fund<br>4 Confidential Union/Multi-Employer<br>FOUNDATION/ENDOWMENT/CHARITABLE<br>John S. and James L. Knight Foundation  | Mercy Health Retirement Trust<br>HIGH NET WORTH<br>19 Confidential High Net Worth<br>DEFINED CONTRIBUTION<br>1 Confidential Defined Contribution  |
| Jnisys Master Trust<br>JS Steel and Carnegie Pension Fund: Retirement Plan Trust<br>L5 Confidential Corporate<br>CIT<br>Causeway Emerging Markets Equity CIT   | Ironworkers Local 580 Pension Fund<br>Steamfitters Local Union No. 420 Pension Fund<br>4 Confidential Union/Multi-Employer<br>FOUNDATION/ENDOWMENT/CHARITABLE<br>John S. and James L. Knight Foundation<br>The Healthcare Foundation of New Jersey   | Mercy Health Retirement Trust<br>HIGH NET WORTH<br>19 Confidential High Net Worth<br>DEFINED CONTRIBUTION<br>1 Confidential Defined Contribution<br>MUTUAL FUND   |
| Unisys Master Trust<br>US Steel and Carnegie Pension Fund: Retirement Plan Trust<br>15 Confidential Corporate<br>CIT<br>Causeway Emerging Markets Equity CIT<br>Causeway International Value Equity CIT<br>UCITS | Ironworkers Local 580 Pension Fund<br>Steamfitters Local Union No. 420 Pension Fund<br>4 Confidential Union/Multi-Employer<br>FOUNDATION/ENDOWMENT/CHARITABLE<br>John S. and James L. Knight Foundation<br>The Healthcare Foundation of New Jersey<br>The Pittsburgh Foundation                | Mercy Health Retirement Trust<br>HIGH NET WORTH<br>19 Confidential High Net Worth<br>DEFINED CONTRIBUTION<br>1 Confidential Defined Contribution<br>MUTUAL FUND<br>Causeway Emerging Markets Fund<br>Causeway Global Value Fund |
| Causeway Emerging Markets Equity CIT<br>Causeway International Value Equity CIT  | Ironworkers Local 580 Pension Fund<br>Steamfitters Local Union No. 420 Pension Fund<br>4 Confidential Union/Multi-Employer<br>FOUNDATION/ENDOWMENT/CHARITABLE<br>John S. and James L. Knight Foundation<br>The Healthcare Foundation of New Jersey<br>The Pittsburgh Foundation<br>PeaceHealth | Mercy Health Retirement Trust<br>HIGH NET WORTH<br>19 Confidential High Net Worth<br>DEFINED CONTRIBUTION<br>1 Confidential Defined Contribution<br>MUTUAL FUND<br>Causeway Emerging Markets Fund                               |

All separate account clients as well as all Causeway group trust and private fund investors included. It is not known whether the listed clients and investors approve or disapprove of Causeway or its investment advisory services. Clients may have multiple accounts, which are separately represented above.



# **Investment Philosophy**

- > Behavioral biases and structural inefficiencies are pronounced in emerging markets
- > Value, growth, technical, competitive strength, corporate events, and topdown alpha factors work best together in Emerging Markets
- > An emerging markets equity strategy should provide breadth of coverage while rigorously controlling for risk
- > A quantitative approach allows seamless movement up and down the market capitalization spectrum to locate the best opportunities



# Strategy Highlights

- > Stock ranking models evaluate value, growth, and technical attributes in bottom-up and top-down contexts
- > Dynamic portfolio positioning (value/growth, quality, market-cap) exploits a changing opportunity set
- > Portfolio optimization maximizes expected return per unit of risk
- > Control risk with a tracking error target and country, sector, and stock weight constraints
- > Take full advantage of Causeway fundamental research resources



# **Investment Process – Emerging Markets Equity**



Proprietary contextual model assigns stockspecific weights based upon relative importance



## Portfolio Optimization

**Risk Model** 

- Benchmark-relative constraints: Sector (+/-7%), Country/Currency (+/-5%), Stock (+/-2%) Incorporates risk penalties, trading costs, and market impact
- Maximizes alpha subject to 3-6% targeted tracking error versus MSCI Emerging Markets Index
- Annual turnover generally 50-80%

## **Fundamental Review**

• Fundamental analysts review stock attributes that may be outside the scope of quantitative models (e.g., potential M&A, regulatory/litigation risk, off-balance sheet liabilities)

#### 120-200 stocks



# Snapshot

#### as of September 30, 2024

**ASSETS\*** 

Total Assets (USD)

5,260,993,521

\* Total strategy assets differs from total Composite assets because certain accounts are in different Composites

| CHARACTERISTICS            |          |                |                  |                |  |  |
|----------------------------|----------|----------------|------------------|----------------|--|--|
|                            |          |                | MSCI Emerging    | MSCI Emerging  |  |  |
|                            | Emerging | MSCI Emerging  | Markets Value in | Markets Growth |  |  |
|                            | Markets  | Markets in USD | USD              | in USD         |  |  |
| No. of Holdings            | 181      | 1,277          | 703              | 772            |  |  |
| Wtd Avg Mkt Cap (Mn)       | 121,238  | 116,429        | 42,311           | 182,401        |  |  |
| NTM Price/Earnings         | 8.7x     | 11.8x          | 9.1x             | 16.9x          |  |  |
| P/B Value                  | 1.4x     | 1.9x           | 1.2x             | 3.5x           |  |  |
| Dividend Yield             | 2.9%     | 2.5%           | 3.7%             | 1.4%           |  |  |
| Return on Equity           | 17.7%    | 11.5%          | 10.6%            | 13.9%          |  |  |
| LTM Wtd Avg Price Momentum | 57.0%    | 38.4%          | 30.2%            | 45.7%          |  |  |
| NTM Wtd Avg EPS Revision   | 13.0%    | 6.1%           | 0.3%             | 11.4%          |  |  |

NTM= Next twelve months. LTM= Last twelve months. EPS= earnings per share. Price-to-earnings and price-to-book value ratios are weighted harmonic averages. Dividend yield is a weighted average. Return on Equity is calculated as a weighted average, winsorized using maximum Return on Equity figures at 3 standard deviations from the mean (winsorization is a statistical technique intended to remove the impact of outliers). Characteristics are derived from a representative account within the Emerging Markets strategy.



# How To Build A Long Term Track Record

3YR ROLLING MONTHLY RETURNS: Causeway Emerging Markets Composite vs. MSCI Emerging Markets in USD Index



MSCI Emerging Markets in USD Index Returns (Gross) (%)

Represents the 3 year return of Causeway Emerging Markets Equity Composite or MSCI Emerging Markets Index (gross of foreign dividend withholdings), calculated as of each month end from April 30, 2010 through September 30, 2024. Account returns for the Composite are calculated daily. Monthly account returns are calculated by geometrically linking the daily returns. Returns are net of fees and primarily net of foreign dividend withholdings. Past performance is no guarantee of future performance. This information supplements the attached composite presentation.



# Active Returns For Positive Years Are More Than Double Those For Negative Years Causeway EM Active Performance (Net of Fees)



YTD 2024 as of 9/30/2024. Returns are in USD. Active return for a calendar year is the return of the Causeway Emerging Markets Equity Composite (net of fees) minus the return of the MSCI Emerging Markets Index (gross of foreign dividend withholdings). Past performance is no guarantee of future performance. This information supplements the attached composite presentation.



# Performance

#### **COMPOSITE PERFORMANCE** for the periods ended September 30, 2024



| -10                                  |       |         |         |        |         |         |         |          |           |
|--------------------------------------|-------|---------|---------|--------|---------|---------|---------|----------|-----------|
|                                      |       |         | Year to |        |         |         |         |          | Since     |
|                                      | Month | Quarter | Date    | 1 Year | 3 Years | 5 Years | 7 Years | 10 Years | Inceptior |
| Emerging Markets (Gross)             | 5.23  | 4.58    | 23.98   | 33.50  | 4.95    | 8.87    | 5.36    | 5.53     | 5.68      |
| Emerging Markets (Net)               | 5.16  | 4.35    | 23.16   | 32.32  | 4.05    | 7.91    | 4.42    | 4.57     | 4.68      |
| MSCI Emerging Markets (Gross)        | 6.72  | 8.88    | 17.24   | 26.54  | 0.82    | 6.15    | 4.04    | 4.41     | 3.92      |
| MSCI Emerging Markets (Net)          | 6.68  | 8.72    | 16.86   | 26.05  | 0.40    | 5.75    | 3.65    | 4.02     | 3.56      |
| MSCI Emerging Markets Value (Gross)  | 5.84  | 8.37    | 15.66   | 25.06  | 3.90    | 6.52    | 4.33    | 3.66     | 3.81      |
| MSCI Emerging Markets Value (Net)    | 5.80  | 8.12    | 15.11   | 24.38  | 3.29    | 5.94    | 3.77    | 3.12     | 3.32      |
| MSCI Emerging Markets Growth (Gross) | 7.51  | 9.33    | 18.71   | 27.94  | -2.02   | 5.69    | 3.67    | 5.06     | 3.96      |
| MSCI Emerging Markets Growth (Net)   | 7.47  | 9.26    | 18.49   | 27.64  | -2.26   | 5.45    | 3.42    | 4.81     | 3.71      |

Inception Date: 04/30/2007

Returns are in USD. Index returns are presented gross or net of tax withholdings on income and dividends. The gross composite performance presented is before management and custody fees but after trading expenses. Net composite performance is presented after the deduction of actual management fees, performance-based fees, and all trading expenses, but before custody fees. Annualized for periods greater than one year. See end of presentation for important disclosures regarding the composite. This information supplements the attached composite presentation. Composite returns are "Gross" or "Net" of advisory fees and, in each case, primarily net of foreign dividend withholdings. Performance quoted is past performance. Past performance is not an indication of future results.



## **Calendar Year Performance**

#### **COMPOSITE PERFORMANCE**



Inception Date: 04/30/2007

Partial period return for calendar year 2007 (April 30, 2007 - December 31, 2007).

Returns are in USD. Index returns are presented gross or net of tax withholdings on income and dividends. The gross composite performance presented is before management and custody fees but after trading expenses. Net composite performance is presented after the deduction of actual management fees, performance-based fees, and all trading expenses, but before custody fees. See end of presentation for important disclosures regarding the composite. This information supplements the attached composite presentation. Composite returns are "Gross" or "Net" of advisory fees and, in each case, primarily net of foreign dividend withholdings. Performance quoted is past performance. Past performance is not an indication of future results.



## **Emerging Markets Universe Factor Performance**

for the year to date through September 30, 2024

## EMERGING MARKETS FACTORS



#### FACTOR PERFORMANCE



The Causeway Emerging Markets strategy uses quantitative factors that can be grouped into the listed eight categories. Corporate Events is a new factor category introduced at the end of February 2024; the return in the above chart is for March through September only. This new set of factors is intended to capture the typical market reaction to a wide range of corporate events including management changes, financing events, buyback/dividend changes, and delayed earnings/filings, among other events. The return attributed to a factor is the difference between the equally-weighted average return of the highest ranked quintile of companies in the strategy's emerging markets universe based on that factor and that of the lowest ranked quintile of companies. Factors and weights are subject to change.



# **Representative Account EM Market Cap Exposure**

as of September 30, 2024

- CCM Emerging Markets: Wtd Avg Market Cap=\$121.2bn
- MSCI Emerging Markets in USD: Wtd Avg Market Cap=\$116.4bn



# **Representative Account Regional Attribution**

REPRESENTATIVE ACCOUNT vs. MSCI EMERGING MARKETS IN USD (Gross) for the year to date through September 30, 2024





## **Representative Account Sector Attribution**

REPRESENTATIVE ACCOUNT vs. MSCI EMERGING MARKETS IN USD (Gross) for the year to date through September 30, 2024



Attribution source: FactSet. Note that data can be different from Causeway's internal accounting system. Before investment advisory fees. Exchange traded funds, if any, are not shown. Past performance is not an indication of future results. \*Attribution for the Energy sector includes proceeds from the sale of certain Russian securities during the period.



# **Representative Account Geographic Exposure and Index Performance**

for the year to date through September 30, 2024

|                              | Portfolio<br>Weights (%) | MSCI Emerging Acti<br>Markets Weights (%) | -    | Index<br>Returns (%) |   | Active V                                 | Veight (%)                            |
|------------------------------|--------------------------|---|------|----------------------|---|--|---------------------------------------|
| China                        | 28.1                     | 27.8                                      | 0.3  | 29.6                 |   | Underweight                              | Overweight                            |
| India                        | 22.7                     | 19.5                                      | 3.2  | 25.8                 |   |  |                                       |
| Indonesia                    | 1.3                      | 1.6                                       | -0.3 | 4.0                  | 1 C C C C C C C C C C C C C C C C C C C | 1. |                                       |
| Malaysia                     | 1.4                      | 1.5                                       | -0.1 | 29.6                 | South Korea                             |  |                                       |
| Philippines                  | 0.0                      | 0.6                                       | -0.6 | 16.0                 | India                                   |  |                                       |
| South Korea                  | 13.9                     | 10.4                                      | 3.4  | -4.9                 | Taiwan                                  |  |                                       |
| Taiwan                       | 20.6                     | 17.6                                      | 3.0  | 30.6                 |   |  |                                       |
| Thailand                     | 1.2                      | 1.5                                       | -0.3 | 13.0                 | Turkey                                  |  |                                       |
| merging Asia                 | 89.2                     | 80.6                                      | 8.6  | -                    | China                                   |  |                                       |
| Czech Republic               | 0.0                      | 0.1                                       | -0.1 | 5.7                  | Argentina                               |  |                                       |
| Egypt                        | 0.0                      | 0.1                                       | -0.1 | -24.4                | Peru                                    |  |                                       |
| Greece                       | 0.3                      | 0.5                                       | -0.1 | 16.3                 | Egypt                                   |  | i i i i i i i i i i i i i i i i i i i |
| Hungary                      | 0.0                      | 0.2                                       | -0.2 | 16.6                 | United Arab Emirates                    |  |                                       |
| Kuwait                       | 0.0                      | 0.7                                       | -0.7 | 9.2                  | Colombia                                |  |                                       |
| Poland                       | 0.7                      | 0.9                                       | -0.2 | 6.6                  |   |  |                                       |
| Qatar                        | 0.1                      | 0.8                                       | -0.7 | 6.2                  | Czech Republic                          |  |                                       |
| Saudi Arabia                 | 0.6                      | 3.8                                       | -3.2 | 2.3                  | Malaysia                                |  |                                       |
| South Africa                 | 0.4                      | 3.1                                       | -2.7 | 22.1                 | Greece                                  |  |                                       |
| Turkey                       | 2.5                      | 0.6                                       | 1.8  | 22.0                 | Poland                                  |  |                                       |
| United Arab Emirates         | 1.1                      | 1.2                                       | -0.1 | 9.8                  | Hungary                                 |  |                                       |
| merging Europe, Middle East, | 5.7                      | 11.9                                      | -6.3 | -                    | Indonesia                               |  | <b>-</b>                              |
| Argentina                    | 0.1                      | 0.0                                       | 0.1  | 0.0                  |   |  |                                       |
| Brazil                       | 3.1                      | 4.8                                       | -1.7 | -12.6                | Thailand                                |  |                                       |
| Chile                        | 0.0                      | 0.4                                       | -0.4 | 0.6                  | Chile                                   |  |                                       |
| Colombia                     | 0.0                      | 0.1                                       | -0.1 | 9.5                  | Philippines                             |  |                                       |
| Mexico                       | 0.0                      | 1.9                                       | -1.9 | -18.3                | Kuwait                                  |  |                                       |
| Peru                         | 0.3                      | 0.3                                       | 0.0  | 27.5                 | Qatar                                   |  |                                       |
| merging Latin America        | 3.5                      | 7.5                                       | -4.1 | -                    | Brazil                                  |  |                                       |
| QUITY                        | 98.3                     | 100.0                                     | -    | -                    | Mexico                                  |  |                                       |
| ASH                          | 1.7                      | 0.0                                       | -    | -                    |   |  |                                       |
| OTAL                         | 100.0                    | 100.0                                     | -    | 17.2                 | South Africa                            |  |                                       |
|                              |                          |   |      |                      | Saudi Arabia                            |  |                                       |

Index returns are in base currency. Index source: MSCI. Active weight defined as Representative Account weight minus Index weight. Performance quoted is past performance. Past performance is not an indication of future results.

-2.0

-4.0

0.0



Emerging Markets Equity September 30, 2024 208 4.0

2.0

## Causeway Has Dynamically Managed EM Country Exposures 6 South Korea Ind ia - China **——** Taiwan 4 2



Data as of September 30, 2024. Sources: Causeway, FactSet. Countries selected were the top 3 largest active overweight and underweight positions for the Causeway Emerging Markets Strategy relative to the MSCI Emerging Markets Index as of 9/30/2024. Additionally, with China being the largest weight in the benchmark index, the strategy's active China weight is included.



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# **Representative Account Sector Allocation**

WEIGHTS as of September 30, 2024





September 30, 2024

# Representative Account Industry Group & Sector Exposure

WEIGHTS as of September 30, 2024

| 10/4   | Portfolio<br>eights (%) | MSCI Emerging              | Active Weight |
|--|-------------------------|----------------------------|---------------|
| Media & Entertainment                            | 8.5                     | Markets Weights (%)<br>6.6 | 1.9           |
| Telecommunication Services                       | 8.5<br>1.5              | 2.8                        | -1.3          |
| Communication Services                           | 10.0                    | 2.0<br>9.4                 | -1            |
| Automobiles & Components                         | 4.7                     | 3.9                        | 0.0           |
| I  |                         | 5.9                        | 0.            |
| Consumer Discretionary Distribution & Re         | 2.1                     | 5.9                        | 0.            |
| Consumer Durables & Apparel<br>Consumer Services | 2.1                     | 2.9                        | -0.           |
|  | 2.6<br>16.1             |                            | -0.           |
| Consumer Discretionary                           |                         | 14.0                       |               |
| Consumer Staples Distribution & Retail           | 0.0                     | 1.3                        | -1.           |
| Food Beverage & Tobacco                          | 1.7                     | 3.2                        | -1.           |
| Household & Personal Products                    | 0.5                     | 0.8                        | -0.           |
| Consumer Staples                                 | 2.2                     | 5.2                        | -3.           |
| Energy   | 3.9                     | 4.8                        | -0.           |
| Energy   | 3.9                     | 4.8                        | -0.           |
| Banks  | 8.3                     | 16.9                       | -8.           |
| Financial Services                               | 6.6                     | 2.9                        | 3.            |
| Insurance  | 4.9                     | 3.0                        | 1.            |
| Financials                                       | 19.8                    | 22.8                       | -3.           |
| Health Care Equipment & Services                 | 0.9                     | 0.9                        | -0.           |
| Pharmaceuticals & Biotechnology                  | 3.4                     | 2.7                        | 0.            |
| Health Care                                      | 4.3                     | 3.6                        | 0.            |
| Capital Goods                                    | 6.6                     | 4.9                        | 1.            |
| Commercial & Professional Services               | 0.7                     | 0.0                        | 0.            |
| Transportation                                   | 5.9                     | 1.9                        | 4.            |
| Industrials                                      | 13.2                    | 6.8                        | 6.            |
| Semiconductors & Semi Equipment                  | 12.3                    | 11.9                       | 0.            |
| Software & Services                              | 0.0                     | 2.5                        | -2.           |
| Technology Hardware & Equipment                  | 9.9                     | 7.7                        | 2.            |
| Information Technology                           | 22.2                    | 22.2                       | -0.           |
| Materials  | 3.5                     | 6.6                        | -3.           |
| Materials  | 3.5                     | 6.6                        | -3.           |
| Equity Real Estate Investment Trusts (REI        | Ts) 0.0                 | 0.1                        | 0.            |
| Real Estate Management & Development             | t 0.8                   | 1.5                        | -0.           |
| Real Estate                                      | 0.8                     | 1.6                        | -0.           |
| Utilities  | 2.4                     | 2.9                        | -0.           |
| Utilities  | 2.4                     | 2.9                        | -0.           |
| EQUITY   | 98.3                    | 100.0                      |               |
| CASH   | 1.7                     | 0.0                        |               |
| TOTAL  | 100.0                   | 100.0                      |               |







# **Representative Account Sector Performance**

**RETURNS** for the year to date through September 30, 2024



Causeway

# Representative Account Absolute Significant Contributors and Detractors

for the year to date through September 30, 2024

#### **Largest Absolute Contributors**

|   |                       | Portfolio | Contribution to       | D       |                                 |
|---|-----------------------|-----------|-----------------------|---------|---------------------------------|
| Company Name                            | Weight <sup>(1)</sup> | Return    | Return <sup>(2)</sup> | Country | Industry Group                  |
| Taiwan Semiconductor Manufacturing Co., | 9.6%                  | 60.5%     | 4.30%                 | Taiwan  | Semiconductors & Semi Equipment |
| Tencent Holdings Ltd.                   | 5.8%                  | 53.6%     | 2.44%                 | China   | Media & Entertainment           |
| Hon Hai Precision Industry Co., Ltd.    | 2.1%                  | 78.8%     | 1.16%                 | Taiwan  | Technology Hardware & Equipment |
| China Construction Bank Corp.           | 2.6%                  | 37.2%     | 0.94%                 | China   | Banks                           |
| International Games System Co., Ltd.    | 0.9%                  | 170.1%    | 0.80%                 | Taiwan  | Media & Entertainment           |
| PetroChina Co., Ltd.                    | 0.3%                  | 32.5%     | 0.79%                 | China   | Energy                          |
| Meituan                                 | 2.0%                  | 53.5%     | 0.78%                 | China   | Consumer Services               |
| Ping An                                 | 1.9%                  | 51.0%     | 0.71%                 | China   | Insurance                       |
| Shriram Finance Ltd.                    | 1.3%                  | 74.5%     | 0.68%                 | India   | Financial Services              |
| Bajaj Auto Ltd.                         | 0.9%                  | 81.6%     | 0.60%                 | India   | Automobiles & Components        |

#### **Largest Absolute Detractors**

|                               |                       | Portfolio | Contribution to       | D           |  |
|-------------------------------|-----------------------|-----------|-----------------------|-------------|--|
| Company Name                  | Weight <sup>(1)</sup> | Return    | Return <sup>(2)</sup> | Country     | Industry Group                               |
| Samsung Electronics Co., Ltd. | 3.3%                  | -21.6%    | -1.15%                | South Korea | Technology Hardware & Equipment              |
| iQIYI, Inc.                   | 0.0%                  | -57.7%    | -0.33%                | China       | Media & Entertainment                        |
| PDD Holdings, Inc ADR         | 1.8%                  | -7.9%     | -0.23%                | China       | Consumer Discretionary Distribution & Retail |
| Jinkosolar Holding Co         | 0.0%                  | -42.9%    | -0.23%                | China       | Semiconductors & Semi Equipment              |
| Vipshop Holdings Ltd ADR      | 0.5%                  | -9.3%     | -0.20%                | China       | Consumer Discretionary Distribution & Retail |
| Daqo New Energy Corp ADR      | 0.0%                  | -46.6%    | -0.19%                | China       | Semiconductors & Semi Equipment              |
| SK hynix, Inc.                | 1.1%                  | -8.7%     | -0.18%                | South Korea | Semiconductors & Semi Equipment              |
| Alchip Technologies Ltd.      | 0.0%                  | -24.1%    | -0.17%                | Taiwan      | Semiconductors & Semi Equipment              |
| Bradespar SA                  | 0.5%                  | -25.5%    | -0.16%                | Brazil      | Materials                                    |
| Wiwynn Corp.                  | 0.4%                  | -20.0%    | -0.15%                | Taiwan      | Technology Hardware & Equipment              |

(1)Ending period weights

(2)Geometric average using daily returns and weights

Holdings are subject to change. The securities identified and described above do not represent all of the securities purchased, sold or recommended for client accounts. The reader should not assume that an investment in the securities identified was or will be profitable. Past performance is not an indication of future results. For a description of our performance attribution methodology, or to obtain a list showing every holding's contribution to the overall account's performance during the quarter, please contact our product manager, Kevin Moutes, at 310-231-6116 or moutes@causewaycap.com.



# **Representative Account Relative Significant Contributors and Detractors**

for the year to date through September 30, 2024

|  | Largest R | elative | Contributors |  |
|--|-----------|---------|--------------|--|
|--|-----------|---------|--------------|--|

|                                      | Active * | Portfolio | Benchmark | Attribution ** | ¢           |                                 |
|--------------------------------------|----------|-----------|-----------|----------------|-------------|---------------------------------|
| Company Name                         | Weight   | Return    | Return    | Effect         | Country     | Industry Group                  |
| International Games System Co., Ltd. | 0.7%     | 170.1%    | 0.0%      | 0.59%          | Taiwan      | Media & Entertainment           |
| PetroChina Co., Ltd.                 | 1.0%     | 32.5%     | 33.5%     | 0.54%          | China       | Energy                          |
| HD Hyundai Electric Co., Ltd.        | 0.3%     | 285.7%    | 15.9%     | 0.46%          | South Korea | Capital Goods                   |
| Hon Hai Precision Industry Co., Ltd. | 1.1%     | 78.8%     | 78.6%     | 0.41%          | Taiwan      | Technology Hardware & Equipment |
| Ping An                              | -0.2%    | 51.0%     | 52.6%     | 0.37%          | China       | Insurance                       |
| Shriram Finance Ltd.                 | 0.9%     | 74.5%     | 74.7%     | 0.36%          | India       | Financial Services              |
| Cosco Shipping Holdings Co           | 0.9%     | 70.0%     | 70.0%     | 0.35%          | China       | Transportation                  |
| Bajaj Auto Ltd.                      | 0.8%     | 81.6%     | 81.8%     | 0.33%          | India       | Automobiles & Components        |
| Oil & Natural Gas Corp. Ltd.         | 0.8%     | 47.5%     | 47.4%     | 0.33%          | India       | Energy                          |
| Tencent Holdings Ltd.                | 0.9%     | 53.6%     | 53.5%     | 0.29%          | China       | Media & Entertainment           |

#### **Largest Relative Detractors**

| 0                          |          |           |           |                |             |  |
|----------------------------|----------|-----------|-----------|----------------|-------------|--|
|                            | Active * | Portfolio | Benchmark | Attribution ** | ķ           |  |
| Company Name               | Weight   | Return    | Return    | Effect         | Country     | Industry Group                               |
| Alibaba Group Holding Ltd. | -0.9%    | 40.1%     | 49.5%     | -0.36%         | China       | Consumer Discretionary Distribution & Retail |
| Banco do Brasil SA         | 1.5%     | -5.7%     | -6.1%     | -0.34%         | Brazil      | Banks  |
| iQIYI, Inc.                | 0.4%     | -57.7%    | -41.4%    | -0.31%         | China       | Media & Entertainment                        |
| SK hynix, Inc.             | -0.5%    | -8.7%     | 22.1%     | -0.30%         | South Korea | Semiconductors & Semi Equipment              |
| Vipshop Holdings Ltd ADR   | 0.9%     | -9.3%     | -9.2%     | -0.28%         | China       | Consumer Discretionary Distribution & Retail |
| Bradespar SA               | 0.5%     | -25.5%    | 0.0%      | -0.25%         | Brazil      | Materials                                    |
| PDD Holdings, Inc ADR      | 0.8%     | -7.9%     | -7.9%     | -0.25%         | China       | Consumer Discretionary Distribution & Retail |
| Jinkosolar Holding Co      | 0.2%     | -42.9%    | 0.0%      | -0.21%         | China       | Semiconductors & Semi Equipment              |
| Wiwynn Corp.               | 0.3%     | -20.0%    | -7.4%     | -0.18%         | Taiwan      | Technology Hardware & Equipment              |
| Bharti Airtel Ltd.         | -0.5%    | 0.0%      | 65.4%     | -0.16%         | India       | Telecommunication Services                   |
|                            |          |           |           |                |             |  |

Source: Factset. \*Active Weight defined as Portfolio ending weight minus MSCI Emerging Markets Index ending weight. \*\*Largest relative contributors and detractors based on total effect relative to the MSCI Emerging Markets Index. Attribution is based on the return of the Portfolio's holdings gross of management fees and other expenses and before any fair valuation. Index returns are in base currency. Index returns are for illustrative purposes only and do not represent actual Fund performance. Index returns do not reflect any management fees, transaction costs or expenses. Indexes are unmanaged and one cannot invest directly in an index. Past performance does not guarantee future results. Holdings are subject to change.



# **Representative Account Significant Changes**

for the year to date through September 30, 2024

| Increases                           | Country     | Industry Group                               | % Beginning Weight | % Ending Weight |
|-------------------------------------|-------------|--|--------------------|-----------------|
| Meituan                             | China       | Consumer Services                            | 0.0%               | 2.0%            |
| Ping An                             | China       | Insurance                                    | 0.0%               | 1.9%            |
| SK hynix, Inc.                      | South Korea | Semiconductors & Semi Equipment              | 0.0%               | 1.1%            |
| JD.com, Inc ADR                     | China       | Consumer Discretionary Distribution & Retail | 0.0%               | 1.0%            |
| Trent Ltd.                          | India       | Consumer Discretionary Distribution & Retail | 0.0%               | 0.8%            |
| Bharat Petroleum Corp. Ltd.         | India       | Energy                                       | 0.0%               | 0.8%            |
| InterGlobe Aviation Ltd.            | India       | Transportation                               | 0.0%               | 0.7%            |
| Shinhan Financial Group Co., Ltd.   | South Korea | Banks  | 0.0%               | 0.7%            |
| Hindalco Industries                 | India       | Materials                                    | 0.0%               | 0.7%            |
| Cathay Financial Holdings Co., Ltd. | Taiwan      | Insurance                                    | 0.0%               | 0.6%            |
|                                     |             |  |                    |                 |

| Decreases                    | Country     | Industry Group          | % Beginning Weight | % Ending Weight |
|------------------------------|-------------|-------------------------|--------------------|-----------------|
| PetroChina Co., Ltd.         | China       | Energy                  | 2.1%               | 0.3%            |
| Petróleo Brasileiro SA - ADR | Brazil      | Energy                  | 1.6%               | 0.0%            |
| Banco do Brasil SA           | Brazil      | Banks                   | 2.1%               | 0.7%            |
| KB Financial Group, Inc.     | South Korea | Banks                   | 1.4%               | 0.0%            |
| Gerdau SA - ADR              | Brazil      | Materials               | 0.9%               | 0.0%            |
| Varun Beverages Ltd.         | India       | Food Beverage & Tobacco | 0.9%               | 0.0%            |
| Ntpc Ltd.                    | India       | Utilities               | 1.0%               | 0.4%            |
| Oil & Natural Gas Corp. Ltd. | India       | Energy                  | 1.2%               | 0.7%            |
| Yutong Bus Co                | China       | Capital Goods           | 0.5%               | 0.0%            |
| Zomato Ltd.                  | India       | Consumer Services       | 0.7%               | 0.3%            |
|                              |             |                         |                    |                 |

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# **Representative Account Top 10 Active Holdings\***

as of September 30, 2024

| Portfolio  | MSCI EM in USD   | Active   |  |  |
|------------|--|--|--|--|
| Weight (%) | Weight (%)   |  | Country  | Industry Group   |
| 2.58       | 0.89   | 1.69   | China  | Banks  |
| 1.74       | 0.11   | 1.63   | India  | Financial Services   |
| 1.65       | 0.22   | 1.43   | South Korea  | Automobiles & Components   |
| 1.87       | 0.59   | 1.28   | China  | Insurance  |
| 5.77       | 4.53   | 1.24   | China  | Media & Entertainment  |
| 2.10       | 0.89   | 1.21   | Taiwan   | Technology Hardware & Equipment  |
| 1.30       | 0.15   | 1.15   | India  | Financial Services   |
| 1.03       | 0.06   | 0.97   | India  | Pharmaceuticals & Biotechnology  |
| 1.03       | 0.08   | 0.95   | China  | Transportation   |
| 0.92       | 0.00   | 0.92   | Taiwan   | Media & Entertainment  |
|            | Weight (%)<br>2.58<br>1.74<br>1.65<br>1.87<br>5.77<br>2.10<br>1.30<br>1.03<br>1.03 | Weight (%)Weight (%)2.580.891.740.111.650.221.870.595.774.532.100.891.300.151.030.061.030.08 | Weight (%)Weight (%)2.580.891.691.740.111.631.650.221.431.870.591.285.774.531.242.100.891.211.300.151.151.030.060.971.030.080.95 | Weight (%)Weight (%)Country2.580.891.69China1.740.111.63India1.650.221.43South Korea1.870.591.28China5.774.531.24China2.100.891.21Taiwan1.300.151.15India1.030.060.97India |

\*Active defined as Representative Account weight minus MSCI EM Index weight.

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# Case Study: China Construction Bank (939-HK)

CCM EM Portfolio Weight: 2.6%

MSCI Emerging Markets Index Weight: 0.9%

Active Weight: 1.7%

China Construction Bank (CCB) is the second-largest commercial bank in China in terms of total assets and provides a comprehensive range of commercial banking products and services.

|                           | Alpha<br>Category           | Weight<br>(%) | Alpha<br>Score<br>(-3 to +3) | Notes   |
|---------------------------|-----------------------------|---------------|------------------------------|---|
|                           | Valuation                   | 37            | 1.8                          | Trades at 0.4x P/BV and 4.2x 2025E EPS with a 3.5% dividend yield   |
|                           | Growth                      | 17            | -0.9                         | Some negative estimate revisions as net interest margins expected to be pressured by policy rate cuts, mortgage repricing, and weak credit demand |
| Company-Specific<br>(75%) | Technical                   | 9             | 0.9                          | Shares have performed well recently following monetary and fiscal stimulus measures which have reduced macroeconomic downside risks               |
|                           | Competitive<br>Strength     | 6             | -0.3                         | Falling margins and returns partially offset by strong balance sheet and asset quality  |
|                           | Corporate<br>Events         | 6             | -1.0                         | Recent change in Bank President and debt offering in July   |
|                           | Macro                       | 6             | -0.8                         | China: Negative PMIs and other leading economic indicators  |
| Top-Down<br>(25%)         | Currency                    | 6             | -0.2                         | Chinese Yuan: Budget deficit and falling FX reserves  |
|                           | Country-Sector<br>Aggregate | 13            | -1.3                         | Chinese Banks: Negative estimate revisions and expensive self-relative valuation  |
|                           | Final Alpha                 | 100           | 1.1                          | Final alpha score in the 85 <sup>th</sup> percentile  |

Note: As of September 30, 2024. See Disclosures. The company is a top three holding by active weight in a representative account in the emerging markets strategy. The views herein represent an assessment of a company at a specific time and are subject to change. There is no guarantee that any forecast made will come to pass. This information should not be relied on as investment advice and is not a recommendation to buy or sell any security. The securities identified and described do not represent all of the securities purchased, sold, or recommended for client accounts. Our investment portfolios may or may not hold the securities mentioned. The reader should not assume that an investment in the securities identified was or will be profitable. For performance of the overall portfolio, see elsewhere in this report.



# Case Study: REC Limited (RECL-IN)

| CCM EM   | Portfolio Weight:   | 1.7% | MSCI | Emerging Markets Index Weight: 0.1% Active Weight: 1.6%  |  |  |  |  |  |  |
|--|---|------|------|--|--|--|--|--|--|--|
|  | Rural Electrification Corporation ("REC") promotes and finances electrification projects in India. The company provides loans to various entities such as central government and state sector power utilities, state electricity boards, rural electric cooperatives, NGOs, and private power developers. |      |      |  |  |  |  |  |  |  |
| Alpha<br>Alpha Weight Score<br>Category (%) (-3 to +3) Notes |   |      |      |  |  |  |  |  |  |  |
|  | Valuation   | 37   | 1.9  | Stock trades at 8.0x 2025E EPS, cheaper than power peers despite higher ROEs (~20%) and growth   |  |  |  |  |  |  |
| Company-Specific   | Growth  | 17   | 1.5  | Continued strong loan growth expected due to increasing power demand, a robust utilities capex cycle with emphasis on renewables, and growing (non-power) infrastructure lending |  |  |  |  |  |  |
| (75%)  | Technical   | 9    | 1.3  | Share price, though mixed in recent months, has outperformed market over the last twelve months  |  |  |  |  |  |  |
|  | Competitive<br>Strength   | 6    | 0.9  | Maintains dominant position in power sector financing  |  |  |  |  |  |  |
|  | Corporate<br>Events   | 6    | -0.5 | Recent CFO change and debt offering  |  |  |  |  |  |  |

|                   | Events                      |    |      |   |
|-------------------|-----------------------------|----|------|---|
|                   | Macro                       | 6  | 0.7  | India: Positive leading economic indicators, upward GDP revisions, positively-sloped yield curve                    |
| Top-Down<br>(25%) | Currency                    | 6  | -0.1 | Indian Rupee: High budget deficit and current account deficit relative to FX reserves                               |
|                   | Country-Sector<br>Aggregate | 13 | -0.6 | Indian Financials: Self-relative valuation more expensive than average despite slightly positive estimate revisions |

Note: As of September 30, 2024. See Disclosures. The company is a top three holding by active weight in a representative account in the emerging markets strategy. The views herein represent an assessment of a company at a specific time and are subject to change. There is no guarantee that any forecast made will come to pass. This information should not be relied on as investment advice and is not a recommendation to buy or sell any security. The securities identified and described do not represent all of the securities purchased, sold, or recommended for client accounts. Our investment portfolios may or may not hold the securities mentioned. The reader should not assume that an investment in the securities identified was or will be profitable. For performance of the overall portfolio, see elsewhere in this report.

Final alpha score in the 99<sup>th</sup> percentile



**Final Alpha** 

100

2.7

# Case Study: Kia Corp (000270-KS)

CCM EM Portfolio Weight: 1.6%

MSCI Emerging Markets Index Weight: 0.2%

Active Weight: 1.4%

Kia Corporation, commonly known as Kia, is a South Korean multinational automobile manufacturer headquartered in Seoul. It is South Korea's second-largest automobile manufacturer after parent company Hyundai Motor Company (which owns 34% of Kia).

|                           | Alpha<br>Category           | Weight<br>(%) | Alpha<br>Score<br>(-3 to +3) | Notes  |
|---------------------------|-----------------------------|---------------|------------------------------|--|
|                           | Valuation                   | 38            | 2.6                          | Trades at one of cheapest P/E multiples among peers (<4x 2025E EPS) with a 6% dividend yield and additional share repurchases expected in 2025 |
|                           | Growth                      | 17            | 1.0                          | Despite industry-wide slowdown, positive estimate revisions due to growth expected from mass-market EV models                                  |
| Company-Specific<br>(75%) | Technical                   | 8             | 0.2                          | Increased competition and a slowdown in global auto sales have recently pressured positive share price performance                             |
|                           | Competitive<br>Strength     | 6             | 1.2                          | Favorable FX rate and falling materials costs have boosted margins, US market share near all-time high, large net cash position                |
|                           | Corporate<br>Events         | 6             | -0.2                         | Recent CEO change (January 2024) partially offset by announcement of share repurchase program  |
|                           | Macro                       | 6             | 1.4                          | Korea: Improving PMIs and other leading economic indicators, current account surplus, and slightly positively-sloped yield curve               |
| Top-Down<br>(25%)         | Currency                    | 6             | 0.3                          | Korean Won: Mild budget deficit, muted inflation, and forecasted won appreciation  |
|                           | Country-Sector<br>Aggregate | 13            | 1.4                          | Korean Autos: Positive earnings revisions and attractive self-relative valuation   |
|                           | Final Alpha                 | 100           | 3.0                          | Final alpha score in the 99 <sup>th</sup> percentile   |

Note: As of September 30, 2024. See Disclosures. The company is a top three holding by active weight in a representative account in the emerging markets strategy. The views herein represent an assessment of a company at a specific time and are subject to change. There is no guarantee that any forecast made will come to pass. This information should not be relied on as investment advice and is not a recommendation to buy or sell any security. The securities identified and described do not represent all of the securities purchased, sold, or recommended for client accounts. Our investment portfolios may or may not hold the securities mentioned. The reader should not assume that an investment in the securities identified was or will be profitable. For performance of the overall portfolio, see elsewhere in this report.



# Country Spotlight: India

| CCM EM Portfo           | olio Weight: 22.7%                 | MSC                       | I EM Index Weight: 19.5% Active Weight: 3.2%   |  |  |  |  |  |
|-------------------------|------------------------------------|---------------------------|--|--|--|--|--|--|
|                         | Alpha<br>Category                  | Alpha Score<br>(-3 to +3) | Notes  |  |  |  |  |  |
| Top-Down                | Macro                              | 0.7                       | Positive leading economic indicators, upward GDP revisions, positively-sloped yield curve  |  |  |  |  |  |
| Scores                  | Currency                           | -0.1                      | High budget deficit and current account deficit relative to FX reserves  |  |  |  |  |  |
|                         | Stock                              | Active<br>Weight          | Notes  |  |  |  |  |  |
|                         | REC Limited                        | 1.6%                      | REC, an infrastructure lender to the power sector, has performed well on expected continued strong loan growth due to planned power sector capital expenditures, growth in renewables and distribution, and expansion in (non-power) infrastructure lending.                             |  |  |  |  |  |
|                         | Shriram Finance                    | 1.2%                      | Positive estimate revisions following recent merger of Shriram Transport Financing (vehicle financing) and Shriram City Union Finance (business and personal loans) that should help the group leverage its industry leadership to scale up across a more diversified product portfolio. |  |  |  |  |  |
| Top 5 Active<br>Weights | Aurobindo<br>Pharma                | 1.0%                      | Shares in the largest generics pharmaceuticals manufacturer in India have performed well in 2024 on a healthy outlook for US sales growth due to new product launches and market tailwinds. Nevertheless, valuation still attractive relative to peers.                                  |  |  |  |  |  |
|                         | Bajaj Auto                         | 0.8%                      | New products, particularly in the premium segment, have driven up shares in this motorcycle<br>and scooter manufacturer. The improved product mix, expansion of captive financing, and<br>cost management efforts have also boosted margins.   |  |  |  |  |  |
|                         | Bharat<br>Petroleum<br>Corporation | 0.7%                      | Bharat Petroleum is an integrated oil & gas company whose primary businesses are refining<br>and marketing. Despite weakness in marketing margins, higher recent refining margins have<br>led to share price gains and positive estimate revisions.                                      |  |  |  |  |  |

Note: As of September 30, 2024. See Disclosures. The active weight to this country increased in the quarter by the most in a representative account in the emerging markets strategy. The views herein represent an assessment of a company at a specific time and are subject to change. There is no guarantee that any forecast made will come to pass. This information should not be relied on as investment advice and is not a recommendation to buy or sell any security. The securities identified and described do not represent all of the securities purchased, sold, or recommended for client accounts. Our investment portfolios may or may not hold the securities mentioned. The reader should not assume that an investment in the securities identified was or will be profitable. For performance of the overall portfolio, see elsewhere in this report.



# Geographic Exposure By Company Revenues

PORTFOLIO'S CHINA HOLDINGS HAVE MINIMAL EXPOSURE TO THE U.S.



Data sources: FactSet, Bloomberg, Causeway Analytics

Causeway estimates are based on latest available revenues reported by companies in a representative account portfolio on 9/30/2024, proportionate to holding weights. Israel is classified as Europe.



# Annual Style Rotation in Emerging Markets

Last 15 Years (2009-2023)

| 1 | 2009                       | 2010                      | 2011                     | 2012                       | 2013                  | 2014                 | 2015                        | 2016                      | 2017                      | 2018                       | 2019                   | 2020                     | 2021                   | 2022                        | 2023                      |
|---|----------------------------|---------------------------|--------------------------|----------------------------|-----------------------|----------------------|-----------------------------|---------------------------|---------------------------|----------------------------|------------------------|--------------------------|------------------------|-----------------------------|---------------------------|
|   | EM Small<br>Cap<br>114%    | EM Small<br>Cap<br>27%    | EM Quality<br>(12%)      | EM High<br>Momentum<br>23% | EM Small<br>Cap<br>1% | EM Quality<br>4%     | EM Small<br>Cap<br>(7%)     | EM Low<br>Momentum<br>16% | EM Growth<br>47%          | EM Low<br>Momentum<br>(7%) | EM Growth<br>25%       | EM Growth<br>32%         | EM Small<br>Cap<br>19% | EM Low<br>Momentum<br>(15%) | EM Small<br>Cap<br>24%    |
|   | EM Low<br>Nomentum         | EM Quality                | EM Low<br>Volatility     | EM Small<br>Cap            | EM Growth             | EM Small<br>Cap      | EM High<br>Momentum         | EM Value                  | EM High<br>Momentum       | EM Value                   |                        | EM High<br>Momentum      | EM Quality             | EM Value                    | EM Quality                |
|   | 108%                       | 25%                       | (13%)                    | 23%                        | 0%                    | 1%                   | (10%)                       | 15%                       | 43%                       | (10%)                      | 23%                    | 29%                      | 9%                     | (15%)                       | 16%                       |
|   | EM Value                   | EM High<br>Momentum       | EM Large<br>Cap          | EM Growth                  | EM High<br>Momentum   | EM Growth            | EM Growth                   | EM Large<br>Cap           | EM Large<br>Cap           | EM Low<br>Volatility       | EM Quality             | EM Quality               | EM Value               | EM Low<br>Volatility        | EM Value                  |
|   | 80%                        | 23%                       | (17%)                    | 21%                        | (0%)                  | (0%)                 | (11%)                       | 13%                       | 38%                       | (11%)                      | 20%                    | 20%                      | 4%                     | (17%)                       | 15%                       |
|   | EM Quality                 | EM Low<br>Volatility      | EM Value                 | EM Quality                 | EM Quality            | EM Low<br>Volatility | EM Quality                  | MSCI EM                   | MSCI EM                   | MSCI EM                    | EM Large<br>Cap        | EM Large<br>Cap          | EM Low<br>Volatility   | EM Small<br>Cap             | EM Low<br>Volatility      |
|   | 80%                        | 22%                       | (18%)                    | 19%                        | (1%)                  | (1%)                 | (12%)                       | 12%                       | 38%                       | (14%)                      | 20%                    | 20%                      | 3%                     | (18%)                       | 14%                       |
|   | MSCI EM                    | EM Growth                 | EM High<br>Momentum      | EM Low<br>Volatility       | EM Low<br>Volatility  | EM High<br>Momentum  | EM Low<br>Volatility        | EM Low<br>Volatility      | EM Quality                | EM Large<br>Cap            | MSCI EM                | EM Small<br>Cap          | EM High<br>Momentum    | MSCI EM                     | MSCI EM                   |
|   | 79%                        | 20%                       | (18%)                    | 19%                        | (2%)                  | (1%)                 | (14%)                       | 11%                       | 35%                       | (15%)                      | 19%                    | 20%                      | 3%                     | (20%)                       | 10%                       |
|   | EM Growth                  | MSCI EM                   | MSCI EM                  | MSCI EM                    | EM Large<br>Cap       | EM Large<br>Cap      | MSCI EM                     | EM High<br>Momentum       | EM Low<br>Volatility      | EM Quality                 | EM Low<br>Volatility   | MSCI EM                  | MSCI EM                | EM Large<br>Cap             | EM Low<br>Momentum        |
|   | 78%                        | 19%                       | (18%)                    | 19%                        | (2%)                  | (2%)                 | (15%)                       | 9%                        | 35%                       | (16%)                      | 16%                    | 19%                      | (2%)                   | (20%)                       | 9%                        |
|   | EM Large<br>Cap            | EM Value                  | EM Growth                | EM Large<br>Cap            | MSCI EM               | MSCI EM              | EM Large<br>Cap             | EM Growth                 | EM Small<br>Cap           | EM High<br>Momentum        | EM High<br>Momentum    | EM Low<br>Volatility     | EM Large<br>Cap        | EM High<br>Momentum         | EM Large<br>Cap           |
|   | 76%                        | 19%                       | (19%)                    | 18%                        | (2%)                  | (2%)                 | (15%)                       | 8%                        | 34%                       | (18%)                      | 15%                    | 12%                      | (4%)                   | (21%)                       | 9%                        |
|   | EM Low<br>Volatility       | EM Large<br>Cap           | EM Low<br>Momentum       | EM Value                   | EM Low<br>Momentum    | EM Low<br>Momentum   | EM Value                    | EM Quality                | EM Value                  | EM Growth                  | EM Value               | EM Value                 | EM Low<br>Momentum     | EM Quality                  | EM Growth                 |
|   | 69%                        | 19%                       | (19%)                    | 16%                        | (5%)                  | (2%)                 | (18%)                       | 7%                        | 29%                       | (18%)                      | 13%                    | 6%                       | (6%)                   | (22%)                       | 6%                        |
|   | EM High<br>Nomentum<br>63% | EM Low<br>Momentum<br>16% | EM Small<br>Cap<br>(27%) | EM Low<br>Momentum<br>15%  | EM Value<br>(5%)      | EM Value<br>(4%)     | EM Low<br>Momentum<br>(20%) | EM Small<br>Cap<br>3%     | EM Low<br>Momentum<br>28% | EM Small<br>Cap<br>(18%)   | EM Small<br>Cap<br>12% | EM Low<br>Momentum<br>3% | EM Growth<br>(8%)      | EM Growth<br>(24%)          | EM High<br>Momentum<br>3% |
|   | 0376                       | 1070                      | (2770)                   | 1370                       | (370)                 | (470)                | (20%)                       | 370                       | 2070                      | (10/0)                     | 12/0                   | 570                      | (070)                  | (24/0)                      | 570                       |

Note: "MSCI Emerging Markets" represents MSCI Emerging Markets Index. "Emerging Markets Value" and "Emerging Markets Growth" represent the MSCI Emerging Markets Value Index and the MSCI Emerging Markets Growth Index, respectively. "Emerging Markets Small Cap" and "Emerging Markets Large Cap" represent the MSCI Emerging Markets Small Cap Index and the MSCI Emerging Markets Large Cap Index, respectively. "Emerging Markets Quality" and "Emerging Markets Low Volatility" represent the MSCI Emerging Markets Quality Index and MSCI Emerging Markets Volatility Tilt Index, respectively. "Emerging Markets High Momentum" and "Emerging Markets Low Momentum" represent the geometrically linked float-weighted monthly returns of the top and bottom halves, respectively, of price performers in the MSCI Emerging Markets Index over the previous 12 months. Source: Factset, MSCI, Russell Investment Indices



# Quarterly Style Rotation in Emerging Markets

Last 3+ Years (2021 – Q3 2024)

|                    | 20                     | 21                   |                      |                      | 20                   | 22                   |                      |                      | 20                   | 23                   |                      | 2024                 |                      |                      |
|--------------------|------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| Q1                 | Q2                     | Q3                   | Q4                   | Q1                   | Q2                   | Q3                   | Q4                   | Q1                   | Q2                   | Q3                   | Q4                   | Q1                   | Q2                   | Q3                   |
| EM Sma<br>Ca p     | II EM Small<br>Cap     | EM Small<br>Cap      | EM Quality           | EM High<br>Momentum  | EM Low<br>Momentum   | EM Small<br>Cap      | EM Low<br>Momentum   | EM Low<br>Momentum   | EM Small<br>Cap      | EM Small<br>Cap      | EM Quality           | EM High<br>Momentum  | EM Small<br>Cap      | EM Low<br>Momentum   |
| 8%                 | 11%                    | (2%)                 | 4%                   | (2%)                 | (3%)                 | (5%)                 | 17%                  | 8%                   | 7%                   | 3%                   | 13%                  | 5%                   | 6%                   | 16%                  |
| EM Val             | LEM High<br>Momentum   | EM Quality           | EM Small<br>Cap      | EM Value             | EM Value             | EM High<br>Momentum  | EM Value             | EM Low<br>Volatility | EM Value             | EM Quality           | EM Small<br>Cap      | EM Growth            | EM Large<br>Cap      | EM Growth            |
| 4%                 | 7%                     | (3%)                 | 1%                   | (3%)                 | (11%)                | (7%)                 | 10%                  | 4%                   | 3%                   | 1%                   | 9%                   | 3%                   | 6%                   | 9%                   |
| EM Lov<br>Volatili | FM Value               | EM Low<br>Volatility | EM High<br>Momentum  | EM Low<br>Volatility | EM Large<br>Cap      | EM Quality           | MSCI EM              | EM Large<br>Cap      | EM Low<br>Volatility | EM Value             | EM Low<br>Volatility | EM Low<br>Volatility | EM High<br>Momentum  |                      |
| 4%                 | 6%                     | (5%)                 | 0%                   | (4%)                 | (11%)                | (7%)                 | 10%                  | 4%                   | 3%                   | (1%)                 | 9%                   | 3%                   | 6%                   | 9%                   |
| EM Lov<br>Moment   | EM Quality             | EM Value             | EM Low<br>Volatility | EM Small<br>Cap      | MSCI EM              | EM Low<br>Volatility | EM Growth            | EM Growth            | MSCI EM              | EM Low<br>Momentum   | EM Value             | EM Large<br>Cap      | EM Growth            | EM Large<br>Cap      |
| 3%                 | 5%                     | (5%)                 | 0%                   | (4%)                 | (11%)                | (10%)                | 10%                  | 4%                   | 1%                   | (2%)                 | 8%                   | 3%                   | 5%                   | 9%                   |
| EM Qua             | ity MSCI EM            | EM High<br>Momentum  | EM Value             | MSCI EM              | EM Low<br>Volatility | EM Value             | EM Large<br>Cap      | MSCI EM              | EM Large<br>Cap      | EM Low<br>Volatility | MSCI EM              | MSCI EM              | MSCI EM              | EM Value             |
| 2%                 | 5%                     | (6%)                 | (0%)                 | (7%)                 | (12%)                | (11%)                | 9%                   | 4%                   | 1%                   | (3%)                 | 8%                   | 2%                   | 5%                   | 8%                   |
| MSCI E             | M EM Growth            | MSCI EM              | MSCI EM              | EM Quality           | EM Growth            | MSCI EM              | EM Small<br>Cap      | EM Value             | EM Growth            | MSCI EM              | EM Growth            | EM Value             | EM Value             | EM Low<br>Volatility |
| 2%                 | 4%                     | (8%)                 | (1%)                 | (7%)                 | (12%)                | (11%)                | 8%                   | 4%                   | (1%)                 | (3%)                 | 8%                   | 1%                   | 5%                   | 8%                   |
| EM Larg<br>Cap     | e EM Low<br>Volatility | EM Large<br>Cap      | EM Large<br>Cap      | EM Large<br>Cap      | EM High<br>Momentum  | EM Large<br>Cap      | EM Low<br>Volatility | EM Small<br>Cap      | EM High<br>Momentum  | EM Large<br>Cap      | EM High<br>Momentum  | EM Small<br>Cap      | EM Low<br>Volatility | EM Quality           |
| 2%                 | 4%                     | (9%)                 | (1%)                 | (7%)                 | (15%)                | (12%)                | 8%                   | 4%                   | (1%)                 | (3%)                 | 8%                   | 1%                   | 5%                   | 7%                   |
| EM Hig<br>Moment   | Ŭ                      | EM Low<br>Momentum   | EM Low<br>Momentum   | EM Low<br>Momentum   | EM Quality           | EM Growth            | EM Quality           | EM Quality           | EM Quality           | EM High<br>Momentum  | EM Large<br>Cap      | EM Quality           | EM Quality           | EM Small<br>Cap      |
| 2%                 | 4%                     | (9%)                 | (2%)                 | (9%)                 | (15%)                | (12%)                | 6%                   | 3%                   | (1%)                 | (4%)                 | 8%                   | (1%)                 | 4%                   | 6%                   |
| EM Grov            | rth EM Low<br>Momentum | EM Growth            | EM Growth            | EM Growth            | EM Small<br>Cap      | EM Low<br>Momentum   | EM High<br>Momentum  | EM High<br>Momentum  | EM Low<br>Momentum   | EM Growth            | EM Low<br>Momentum   | EM Low<br>Momentum   | EM Low<br>Momentum   | EM High<br>Momentum  |
| 1%                 | 3%                     | (11%)                | (2%)                 | (10%)                | (16%)                | (18%)                | 2%                   | 0%                   | (1%)                 | (5%)                 | 4%                   | (2%)                 | 1%                   | 5%                   |

Note: "MSCI Emerging Markets" represents MSCI Emerging Markets Index. "Emerging Markets Value" and "Emerging Markets Growth" represent the MSCI Emerging Markets Value Index and the MSCI Emerging Markets Growth Index, respectively. "Emerging Markets Small Cap" and "Emerging Markets Large Cap" represent the MSCI Emerging Markets Small Cap Index and the MSCI Emerging Markets Large Cap Index, respectively. "Emerging Markets Quality" and "Emerging Markets Low Volatility" represent the MSCI Emerging Markets Quality Index and MSCI Emerging Markets Volatility Tilt Index, respectively. "Emerging Markets High Momentum" and "Emerging Markets Low Momentum" represent the geometrically linked float-weighted monthly returns of the top and bottom halves, respectively, of price performers in the MSCI Emerging Markets Index over the previous 12 months. Source: Factset, MSCI, Russell Investment Indices



# How Expensive are Emerging Markets Growth Stocks?

EM GROWTH STOCKS TRADE AT A SIGNIFICANT PREMIUM TO VALUE STOCKS

Forward P/E

Last 15 Years (September 2009 – September 2024)

#### 130% 26 x 7.5x MSCI EM Growth Index NTM P/E MSCI EM Growth Index P/B MSCI EM Value Index NTM P/E MSCI EM Value Index P/B 120% 7.0x 24 x ••••• Growth Premium % (Right Scale) Growth Premium % (Right Scale) 6.5x 22 x 110% 6.0x 20 x 100% 5.5x 18 x 90% 17.1x 5.0x (Growth 16 x 80% Book Value 80% 4.5x P/E 70% 14 % \_ ₩ 12 x 4.0x NTM P/E Premium 60% Price/ 3.5x 10 x 50% 3.0x 40% 8 x 2.5x 30% 6 x 2.0x 4 x 20% 1.5x 2 x 10% 1.0x

Sep-19

Sep-20

Sep-21

Sep-18

Sep-17

### Price / Book Value

Note: The "Forward P/E" of a stock is its price divided by the consensus EPS estimate for the next twelve months. The "Price / Book Value" of a stock is its price divided by the most recent shareholders' equity per share. "Growth Premium %" is the forward P/E ratio (or Price / Book Value ratio) of the MSCI Emerging Markets Growth Index divided by the forward P/E ratio (or Price / Book Value ratio) of the MSCI Emerging Markets Value Index, less 100%. Source: Factset, MSCI

0.5x

Sep-09 Sep-10

Sep-11 Sep-12 Sep-13 Sep-14

0%

Sep-23

Sep-24

Sep-22



0 x

Sep-09

Sep-10

Sep-11 Sep-12 Sep-13 Sep-14 Sep-15 Sep-16

> Emerging Markets Equity September 30, 2024 224

300%

280%

260%

240%

220%

200%

160%

120%

100%

80%

60%

40%

20%

Sep-24

Sep-20

Sep-22 Sep-23

Sep-21

Sep-18 Sep-19

Sep-17

Sep-15 Sep-16 1.2x

**184%** 

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# The Market is Currently Implying Low Perpetuity Growth for EM Value Stocks



Note: Gordon Growth Model framework assuming all earnings are paid as dividends . NTM P/E multiples from MSCI. Fixed 5% equity risk premium and respective 36-month betas to the MSCI Emerging Markets Indexare used to calculate cost ofequity. Risk-free rates determined as follows: Emerging markets rates represent the 10-year U.S. Treasury Yield plus the Emerging Market Bond Index (EMBI) spread. Monthly data from June 2003 (beginning of MSCI NTM P/E multiple data). See "Disclosures" for further information. Source: FactSet, Bloomberg, MSCI, Causeway Analytics.



# How do Emerging Markets (EM) Managers handle changing economic style regimes?

Analysis from April 2007 – September 2024

### **Batting Average**

|                         | Causeway EM<br>Batting Average |              | Port          | folio B       | Port         | folio C       | Port            | folio D      |
|-------------------------|--------------------------------|--------------|---------------|---------------|--------------|---------------|-----------------|--------------|
|                         |                                |              | Batting       | Average       | Batting      | Average       | Batting Average |              |
|                         | Up Months                      | Down Months  | Up Months     | Down Months   | Up Months    | Down Months   | Up Months       | Down Months  |
| MSCI EM Value           | 54.5%                          | <b>53.2%</b> | <b>63.6</b> % | <b>45.9%</b>  | 43.4%        | <b>55.0%</b>  | 45.5%           | 43.2%        |
| MSCI EM Growth          | 53.2%                          | 54.5%        | <b>45.9%</b>  | <b>63.6</b> % | 55.0%        | 43.4%         | 43.2%           | 45.5%        |
| MSCI EM Large           | <b>48</b> .1%                  | <b>59.6%</b> | 30.2%         | 78.8%         | <b>51.9%</b> | 47.1%         | <b>48</b> .1%   | 40.4%        |
| MSCI EM Small           | 57.7%                          | <b>49.5%</b> | <b>72.1%</b>  | 34.3%         | 50.5%        | <b>48.5%</b>  | <b>39.6%</b>    | <b>49.5%</b> |
| MSCI EM Quality         | 54.5%                          | <b>53.0%</b> | <b>66.4%</b>  | <b>41.0%</b>  | 55.5%        | <b>43.0</b> % | 47.3%           | 41.0%        |
| MSCI EM Min Vol         | <b>52.3%</b>                   | 55.4%        | <b>64.2%</b>  | <b>43.6</b> % | 55.0%        | <b>43.6%</b>  | 51.4%           | 36.6%        |
| Yield Curve (US 10Y-2Y) | <b>52.5%</b>                   | <b>55.0%</b> | <b>49.5%</b>  | <b>58.7%</b>  | 53.5%        | <b>45.9</b> % | <b>44.6%</b>    | 44.0%        |
| US Dollar (DXY)         | <b>51.9%</b>                   | <b>55.9%</b> | <b>54.6%</b>  | <b>53.9%</b>  | <b>50.0%</b> | <b>49.0</b> % | <b>42.6</b> %   | <b>46.1%</b> |

\*% of Months of Positive Active Return in Up and Down Mkts. Green data is favorable and indicates a batting avg of 50% or higher, red data is unfavorable and indicates a batting avg of less than 50%.

### Median Excess Monthly Return

|                         | Causeway EM<br>Median Return |             | Port      | folio B     | Port      | folio C     | Port          | folio D     |
|-------------------------|------------------------------|-------------|-----------|-------------|-----------|-------------|---------------|-------------|
|                         |                              |             | Mediar    | n Return    | Mediar    | n Return    | Median Return |             |
|                         | Up Months                    | Down Months | Up Months | Down Months | Up Months | Down Months | Up Months     | Down Months |
| MSCI EM Value           | 0.11%                        | 0.05%       | 0.38%     | (0.13%)     | (0.23%)   | 0.18%       | (0.15%)       | (0.10%)     |
| MSCI EM Growth          | 0.05%                        | 0.11%       | (0.13%)   | 0.38%       | 0.18%     | (0.23%)     | (0.10%)       | (0.15%)     |
| MSCI EM Large           | (0.01%)                      | 0.24%       | (0.41%)   | 0.52%       | 0.05%     | (0.08%)     | (0.04%)       | (0.17%)     |
| MSCI EM Small           | 0.25%                        | (0.01%)     | 0.42%     | (0.22%)     | 0.00%     | (0.05%)     | (0.17%)       | (0.01%)     |
| MSCI EM Quality         | 0.17%                        | 0.05%       | 0.21%     | (0.19%)     | 0.20%     | (0.26%)     | (0.04%)       | (0.21%)     |
| MSCI EM Min Vol         | 0.08%                        | 0.08%       | 0.22%     | (0.18%)     | 0.19%     | (0.25%)     | 0.03%         | (0.30%)     |
| Yield Curve (US 10Y-2Y) | 0.05%                        | 0.08%       | (0.04%)   | 0.19%       | 0.17%     | (0.12%)     | (0.15%)       | (0.14%)     |
| US Dollar (DXY)         | 0.04%                        | 0.16%       | 0.14%     | 0.10%       | (0.01%)   | (0.07%)     | (0.17%)       | (0.04%)     |

\*Median Active Return - Green data is profitable, red data is unprofitable

Portfolios B, C, and D reflect the three largest actively managed funds in the relevant Lipper category as of the end of the last quarter that are not ETFs, index products, or fund-of-funds, which invest less than 10% in developed markets and have operated since or earlier than the inception date of Causeway Emerging Markets Fund. Past performance is not a guarantee of future results. See also "Disclosures." Source: FactSet/SPAR



# Causeway Risk Lens 🔘

#### COMPARES RISK FORECASTS ACROSS MULTIPLE PORTFOLIOS USING CURRENT HOLDINGS

Generated on 10/1/2024 based on most recent publicly available portfolio holdings

#### **Portfolio B Causeway Emerging Markets** PREDICTED RISK METRICS **RISK ALLOCATION: ACTIVE** PREDICTED RISK METRICS **RISK ALLOCATION: ACTIVE** O Country 14.28% Predicted Tracking Error O Country 13.15% Predicted Tracking Error 3.21% O Style Factors 2.70% 45.81% O Style Factors 66.32% Predicted Volatility 0 Sector 3.28% **Predicted Volatility** Causeway O Sector 3.52% Portfolio B 17.42% 15.73% EM O FX 6.95% O FX 2.05% Predicted Beta Predicted Beta O World Equity -0.27% • World Equity 4.68% 1.00 0.91 O Idiosyncratic 29.95% O Idiosyncratic 10.29% Cash 2.41% Cash 1.11% Predicted Tracking Error: 3.21% Predicted Tracking Error: 2.70% **Portfolio C Portfolio D** PREDICTED RISK METRICS **RISK ALLOCATION: ACTIVE** PREDICTED RISK METRICS **RISK ALLOCATION: ACTIVE** O Country 45.53% O Country 26.73% Predicted Tracking Error Predicted Tracking Error 4.23% 2.74% O Style Factors 9.82% O Style Factors 20.28% Predicted Volatility O Sector 3.30% **Predicted Volatility** O Sector 3.61%

Portfolio C Portfolio D 16.91% 16.86% O FX 11.96% O FX 4.22% Predicted Beta Predicted Beta O World Equity -1.37% • World Equity 2.07% 0.96 0.97 O Idiosyncratic 30.76% O Idiosyncratic 43.09% Cash 5.57% Cash 1.66% Predicted Tracking Error: 4.23% Predicted Tracking Error: 2.74% Know Your Portfolio – Use Risk Lens See "Disclosures." Risk Lens is an analytics tool that shows active style, sector and geographic exposures for stock funds. It shows top risk exposures and stock weights. It shows forecast risk measures

See "Disclosures." Risk Lens is an analytics tool that shows active style, sector and geographic exposures for stock funds. It shows top risk exposures and stock weights. It shows forecast risk measures and predicts fund return correlations. Visit https://analytics.causewaycap.com/#risklens for free analysis covering over 9,000 U.S.-registered stock mutual funds and ETFs across all major geographies.





#### COMPARES RISK FORECASTS ACROSS MULTIPLE PORTFOLIOS USING CURRENT HOLDINGS

Generated on 10/1/2024 based on most recent publicly available portfolio holdings

| Active Style Exposures | Causeway EM | Portfolio B | Portfolio C | Portfolio D |
|------------------------|-------------|-------------|-------------|-------------|
| STYLE-Value            | 0.65        | 0.15        | -0.43       | 0.18        |
| STYLE-LT Growth        | 0.05        | -0.13       | 0.17        | -0.17       |
| STYLE-Momentum         | 0.24        | 0.01        | -0.11       | -0.08       |
| STYLE-Leverage         | 0.08        | 0.06        | -0.23       | -0.22       |
| STYLE-Liquidity        | 0.13        | 0.15        | 0.06        | 0.00        |
| STYLE-Size             | -0.32       | -0.75       | -0.19       | -0.03       |
| STYLE-Volatility       | 0.24        | 0.03        | 0.01        | -0.11       |
| STYLE-Cyclicality      |             | -0.03       | 0.00        | -0.06       |

### PREDICTED ACTIVE RETURN CORRELATION - PROPRIETARY TO RISK LENS

|             | Causeway EM | Portfolio B | Portfolio C | Portfolio D |
|-------------|-------------|-------------|-------------|-------------|
| Causeway EM |             |             |             |             |
| Portfolio B | 0.33        |             |             |             |
| Portfolio C | -0.12       | 0.02        |             |             |
| Portfolio D | -0.03       | 0.08        | 0.16        |             |

Know Your Portfolio – Use Risk Lens

See "Disclosures." Risk Lens is an analytics tool that shows active style, sector and geographic exposures for stock funds. It shows top risk exposures and stock weights. It shows forecast risk measures and predicts fund return correlations. Visit https://analytics.causewaycap.com/#risklens for free analysis covering over 9,000 U.S.-registered stock mutual funds and ETFs across all major geographies.





As of September 30, 2024. Source: Factset. WtdAvg Mkt Cap is a weighted average of the total market capitalization of stocks in the portfolio or index. NTM Price/Earnings and Price-to-book ("P/B") value ratio is a weighted harmonic average. NTM= Next twelve months. Price to earnings is a ratio for valuing a company that measures its current share price relative to its per-share earnings. P/B value evaluates a firm's market value relative to its book value.





As of September 30, 2024. Source: Factset. NTM= Next twelve months, LTM= Last twelve months. EPS = earnings per share. Return on Equity is calculated as a weighted average, winsorized using maximum Return on Equity figures at 3 standard deviations from the mean (winsorization is a statistical technique intended to remove the impact of outliers). Dividend Yield represents a weighted average of portfolio securities. Price momentum measures the velocity of price changes over a fixed time period. EPS (Earnings Per Share) Revision is an aggregate measure of changes in earnings forecasts.



# **Strategy Vehicles**

|                             |           | Causeway<br>International<br>Value Select |           | Causeway<br>International<br>Opportunities | Causeway<br>Concentrated<br>Equity | Causeway<br>Global<br>Sustainable | Causeway<br>Emerging<br>Markets | Causeway<br>International     |
|-----------------------------|-----------|---|-----------|--|------------------------------------|-----------------------------------|---------------------------------|-------------------------------|
|                             |           |   |           | opportunities                              | Equity                             | Sustamable                        | QUANTITATIVE                    | Small Cap                     |
| Benchmark                   | MSCI EAFE | MSCI EAFE                                 | MSCI ACWI | MSCI ACWI ex USA                           | MSCI ACWI                          | MSCI ACWI                         | MSCI Emerging<br>Markets        | MSCI ACWI ex<br>USA Small Cap |
| Strategy Assets             | \$33.7bn  | \$6.7bn                                   | \$3.5bn   | \$3.6bn                                    | \$2.5mn                            | \$3.2mn                           | \$5.2bn                         | \$782mn                       |
| Strategy Inception          | 1990*     | 2005                                      | 2001      | 2007                                       | 2020                               | 2021                              | 2007                            | 2014                          |
|                             |           |   |           | Availabl                                   | e Vehicles                         |                                   |                                 |                               |
| Separate Account            | x         | Х   | Х         | Х  | X**                                | X**                               | х                               | х                             |
| Commingled/Private Funds    | x         |   |           | х  | х                                  | х                                 | х                               |                               |
| Mutual Fund                 | x         |   | х         | х  |                                    |                                   | х                               | х                             |
| Collective Investment Trust | х         |   | X**       | X**  |                                    |                                   | х                               |                               |
| UCITS                       |           |   | x**       |  |                                    |                                   | х                               |                               |

Assets as of September 30, 2024. Certain vehicles are only available to qualified investors and in certain jurisdictions. The above is for information purposes only and is neither an offer to sell nor a solicitation of an offer to purchase any security. Any investment decision in connection with any investment vehicle should be based solely on the information contained in its written offering materials. For more information about available vehicles, please contact Kevin Moutes at 310.231.6116 / Moutes@causewaycap.com.

\*Strategy incepted at prior firm.

\*\*Vehicle not yet funded



# Diversity: An Integral Part of Causeway's Culture

| Ownership  | Employees*   | Investment Professionals*                                     | Board of Managers** |
|--|--|---|---------------------|
| <ul> <li>Majority-owned by women<br/>and minorities (combined)</li> <li>14% of owners are women</li> <li>38% of owners are minorities</li> </ul> | <ul> <li>35% are women</li> <li>46% are minorities</li> <li>62% are women and minorities (combined)</li> </ul> | <ul> <li>23% are women</li> <li>50% are minorities</li> </ul> | • 3 of 5 are women  |
|  | Cornell<br>SC Johnson College of Business<br>Parker Center for Investment Research                             |   | <b>airls</b> who    |



Established in 1991 Causeway employees have volunteered since 2004



Established in 1980 Causeway has sponsored 4 interns since 2020



Established in 2010 Causeway has sponsored since 2012



Established in 2014 Causeway has partnered with WIIIN since 2015

**inve**\$t

Established in 2015 Causeway has sponsored 7 interns since 2016

Anderson UCLA **Riordan Programs BWAM** 

> Established in 1987 Causeway has partnered since 2020

IN ASSET MANAGE

**BLACK WOMEN** 

Established in 2019 Causeway has partnered since 2022

STREAM

Foundation

Established in 2020 Causeway has partnered since 2022

\*Includes employees of both Causeway Capital Management LLC and its affiliate, Causeway (Shanghai) Information Consulting Co., Ltd.

\*\*Includes one non-voting director who attends meetings.

Percentages as of September 30, 2024.



### Disclosures

For Investment Professional Use Only - Investor Distribution Prohibited.

Causeway returns are based on a representative account using the Causeway Emerging Markets strategy. Representative account inception is 3/30/07. Source: Morningstar U.S. Open End Diversified Emerging Markets category. Analyzing portfolios with different objectives, risk and return characteristics, and categories may highlight differences that should not be relied upon. The performance data quoted herein represents past performance. Past performance is not a guarantee of future results. Total returns assume reinvestment of dividends and capital gains distributions at net asset value when paid.

"Up Months" means a month when the MSCI or Russell style index outperformed the benchmark MSCI Emerging Markets Index ("EM Index"), and "Down Months" means a month when the style index underperformed the EM Index. "Batting average" measures an investment manager's ability to meet or beat an index. Batting average is calculated by dividing the number of months in which the manager beats or matches the EM Index by the total number of months in the period and multiplying that factor by 100. "Correlation" ranges between -1 and +1. Perfect positive correlation (+1) implies that as the index moves up or down, the strategy will move in the same direction. Perfect negative correlation (-1) means the strategy will move in the opposite direction. A correlation of 0 means the index and strategy have no correlation. "Excess Return" is performance in excess of the EM Index.

In addition to the normal risks associated with equity investing, international investing may involve risk of capital loss from unfavorable fluctuations in currency values, from differences in generally accepted accounting principles, or from economic or political instability in other nations. Emerging markets involve heightened risks related to the same factors, as well as increased volatility and lower trading volume. Current and future holdings are subject to risk.

Causeway Risk Lens is an investment analysis tool provided at an investor's request and is for illustration only. It is not intended to be relied on for investment advice. Important disclosures accompany the Causeway Risk Lens, and should be reviewed carefully. In particular, the projections or other information generated by Causeway Risk Lens investment analysis tool regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results.

The MSCI Emerging Markets ("EM") Index is a free float-adjusted market capitalization index, designed to measure equity market performance of emerging markets, consisting of 26 emerging country indices. The MSCI USA Value Index captures large and mid-cap U.S. securities exhibiting overall value style characteristics. The MSCI USA Growth Index captures large and mid-cap securities exhibiting overall growth style characteristics in the U.S. The MSCI EM Value and Growth Indices capture large and mid cap securities exhibiting overall value or growth style characteristics. Value investment style characteristics are defined using book value to price, 12-month forward earnings to price and dividend yield, and growth investment style characteristics are defined using bore share growth rate, short-term forward earnings per share growth rate, current internal growth rate and long-term historical earnings per share growth trend and long-term historical sales per share growth trend. The MSCI EM Large and Small Cap Indices include large-cap and small-cap representation, covering approximately 70% and 14%, respectively, of the free float-adjusted market capitalization in each country. The Indices are gross of withholding taxes, assume reinvestment of dividends and capital gains, and assume no management, custody, transaction or other expenses. The Russell Stability Index Series is designed to be a comprehensive representation of the investable global defensive and dynamic equity markets. Defensive and Dynamic indexes are created by splitting an existing applicable Russell index in half based on the combination of the stability indicators. The Russell Defensive Indexes measure the performance of companies that have relatively stable business conditions which are less sensitive to economic cycles, credit cycles and market volatility based on their stability indicators. The Russell Dynamic Indexes measure the performance of companies that have relatively is the performance of companies that have relatively less stable business

This presentation expresses the authors' views as of September 30, 2024 and should not be relied on as research or investment advice. These views and any portfolio characteristics are subject to change. MSCI has not approved, reviewed or produced this report, makes no express or implied warranties or representations and is not liable whatsoever for any data in the report. You may not redistribute the MSCI data or use it as a basis for other indices or investment products.

For further information on the risks regarding investing in Causeway's strategies, please go to https://www.causewaycap.com/wp-content/uploads/Risk-Disclosures.pdf



#### CAUSEWAY CAPITAL MANAGEMENT LLC

Emerging Markets Equity Composite SCHEDULE OF INVESTMENT PERFORMANCE RESULTS FOR THE PERIOD FROM April 30, 2007 (Inception) THROUGH December 31, 2022 COMPOSITE INCEPTION DATE: April 2007 COMPOSITE CREATION DATE: April 2007

| Year   | Gross-of-Fees<br>Return<br>(%) | Net-of-Fees<br>Return<br>(%) | Benchmark<br>Return<br>(%)ª | Number of<br>Portfolios in<br>Composite<br>at End of<br>Period | Composite<br>Dispersion<br>(%) | Composite<br>3-Yr St Dev<br>(%) | Benchmark<br>3-Yr St Dev<br>(%) a | Composite<br>Assets at<br>End of<br>Period<br>(\$ millions) | Total Firm<br>Assets at<br>End of<br>Period<br>(\$ millions) | Total Advisory-Only<br>Firm Assets at End<br>of<br>Period<br>(\$ millions) |
|--------|--------------------------------|------------------------------|-----------------------------|--|--------------------------------|---------------------------------|-----------------------------------|---|--|--|
| 2007 ° | 33.20                          | 32.27                        | 30.39                       | 1  | N/M                            | N/A <sup>b</sup>                | N/A                               | 30.75   | 17,599.18  | N/A  |
| 2008   | (57.82)                        | (58.23)                      | (53.18)                     | 1  | N/M                            | N/A <sup>b</sup>                | N/A                               | 21.96   | 8,407.24   | 237.88   |
| 2009   | 90.53                          | 88.69                        | 79.02                       | 1  | N/M                            | N/A <sup>b</sup>                | N/A                               | 26.59   | 9,783.34   | 408.74   |
| 2010   | 27.97                          | 26.70                        | 19.20                       | 1  | N/M                            | 35.59                           | 32.59                             | 38.03   | 11,690.18  | 497.39   |
| 2011   | (16.98)                        | (17.85)                      | (18.17)                     | 1  | N/M                            | 27.30                           | 25.76                             | 117.80  | 10,966.08  | 710.15   |
| 2012   | 27.48                          | 26.21                        | 18.63                       | 1  | N/M                            | 22.28                           | 21.49                             | 160.09  | 15,242.40  | 947.58   |
| 2013   | (1.31)                         | (2.34)                       | (2.27)                      | 2  | N/M                            | 19.79                           | 19.03                             | 538.99  | 25,749.58  | 2,038.22   |
| 2014   | 3.45                           | 2.43                         | (1.82)                      | 3  | N/M                            | 15.62                           | 14.99                             | 1,175.27  | 33,630.22  | 3,436.32   |
| 2015   | (15.13)                        | (15.97)                      | (14.60)                     | 3  | N/M                            | 14.30                           | 14.04                             | 2,188.19  | 38,585.19  | 2,630.69   |
| 2016   | 10.49                          | 9.45                         | 11.60                       | 5  | N/M                            | 15.74                           | 16.07                             | 3,571.89  | 41,731.32  | 2,322.17   |
| 2017   | 41.08                          | 39.78                        | 37.75                       | 6  | N/M                            | 15.46                           | 15.36                             | 5,934.50  | 55,606.75  | 3,065.72   |
| 2018   | (16.77)                        | (17.54)                      | (14.24)                     | 7  | 0.49                           | 15.00                           | 14.62                             | 5,375.03  | 48,462.26  | 2,723.16   |
| 2019   | 18.13                          | 17.07                        | 18.88                       | 7  | 0.24                           | 14.70                           | 14.17                             | 5,639.02  | 49,889.09  | 2,958.84   |
| 2020   | 18.14                          | 17.09                        | 18.69                       | 8  | 0.56                           | 19.24                           | 19.62                             | 5,268.82  | 42,093.18  | 3,073.49   |
| 2021   | (0.30)                         | (1.18)                       | (2.22)                      | 7  | 0.36                           | 17.74                           | 18.35                             | 3,407.24  | 41,024.68  | 3,896.93   |
| 2022   | (21.76)                        | (22.43)                      | (19.74)                     | 8  | 0.51                           | 19.74                           | 20.26                             | 2,069.21  | 34,674.99  | 3,807.03   |
|        |                                |                              |                             |  |                                |                                 |                                   |   |  |  |

*N/M* - Not considered meaningful for 5 portfolios or less for the full year.

a - Not covered by the report of independent accountants.

*b* - N/A as period since composite inception is less than 36 months.

c - Partial period shown (April 30, 2007 - December 31, 2007).



Causeway Capital Management LLC (Causeway) claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Causeway has been independently verified for the periods June 11, 2001 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 Emerging Markets Equity Composite (EM Composite) has had a performance examination for the periods April 30, 2007 through December 31, 2022. The verification and performance examination reports are available upon request.

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The Firm, Causeway, is organized as a Delaware limited liability company and began operations in June 2001. It is registered as an investment adviser with the U.S. Securities and Exchange Commission under the Investment Advisers Act of 1940. Registration does not imply a certain level of skill or training. Causeway manages international, global, and emerging markets equity assets primarily for institutional clients including corporations, pension plans, sovereign wealth funds, superannuation funds, public retirement plans, Taft-Hartley pension plans, endowments and foundations, mutual funds and other collective investment vehicles, charities, private trusts and funds, model and SMA programs, and other institutions. The Firm includes all discretionary and non-discretionary accounts managed by Causeway.

The EM Composite includes all U.S. dollar denominated, discretionary accounts in the emerging markets equity strategy that are not constrained by socially responsible investment restrictions. The emerging markets equity strategy seeks long-term growth of capital through investment primarily in equity securities of companies in emerging markets using a quantitative investment approach. New accounts are included in the EM Composite after the first full month under management. Terminated accounts are included in the EM Composite through the last full month under management. A complete list and description of Firm composites is available upon request.

Account returns are calculated daily. Monthly account returns are calculated by geometrically linking the daily returns. The return of the EM Composite is calculated monthly by weighting monthly account returns by the beginning market values. Valuations and returns are computed and stated in U.S. dollars. Returns include the reinvestment of interest, dividends and any capital gains. Returns are calculated gross of withholding taxes on dividends, interest income, and capital gains, except returns of Causeway Emerging Markets Fund are net of such withholding taxes and reflect accrued tax treaty reclaims. The firm's policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. Past performance is no guarantee of future performance. Composite dispersion, if applicable, is calculated using the equal-weighted standard deviation of all portfolios that were included in the EM Composite for the entire year. The three-year annualized ex-post standard deviation quantifies the variability of the composite or benchmark returns over the preceding 36-month period.

The EM Composite's benchmark is the MSCI Emerging Markets Index, which is a free float-adjusted market capitalization index, designed to measure equity market performance in the global emerging markets, consisting of 24 emerging country indices. The Index is gross of withholding taxes, assumes reinvestment of dividends and capital gains, and assumes no management, custody, transaction or other expenses. Accounts in the EM Composite may invest in countries not included in the Index, and may use different benchmarks.

Gross-of-fee returns are presented before management and custody fees but after trading expenses. Net-of-fee returns are presented after the deduction of actual management fees, performance-based fees, and all trading expenses, but before custody fees. Causeway's basic management fee schedules are described in its Firm brochure pursuant to Part 2 of Form ADV. The basic separate account annual fee schedule for emerging markets equity assets under management is: 0.75% of the first \$200 million and 0.60% thereafter. The highest expense ratio and the highest all-in fee for a series of a private commingled vehicle, which is included in the EM Composite, is 0.75%. The fee schedule for the private commingled vehicle is an all-in fee, which covers normal operating fees and expenses of the private commingled vehicle, and the management fee paid to Causeway as the investment manager. Accounts in the EM Composite may have different fee schedules or pay bundled fees. Bundled fees include management, custody, and fund accounting fees.

MSCI has not approved, reviewed or produced this report, makes no express or implied warranties or representations, and is not liable whatsoever for any data in the report. You may not redistribute the MSCI data or use it as a basis for other indices or investment products.



This presentation expresses Causeway's views as of October 2024 and should not be relied on as research or investment advice regarding any stock. These views and any portfolio holdings and characteristics are subject to change. There is no guarantee that any forecasts made will come to pass. Forecasts are subject to numerous assumptions, risks, and uncertainties, which change over time, and Causeway undertakes no duty to update any such forecasts. Information and data presented has been developed internally and/or obtained from sources believed to be reliable; however, Causeway does not guarantee the accuracy, adequacy, or completeness of such information. Our investment portfolios may or may not hold the securities mentioned, and the securities identified and described do not represent all of the securities purchased, sold or recommended for client accounts. The reader should not assume that an investment in the securities identified was or will be profitable.

Past performance is no guarantee of future performance. In addition to the normal risks associated with investing, international investments may involve risk of capital loss from unfavorable fluctuation in currency values, from differences in generally accepted accounting principles or from economic or political instability in other nations. Emerging markets involve heightened risks related to the same factors as well as increased volatility and lower trading volume. Investments in smaller companies involve additional risks and typically exhibit higher volatility. Please see below for additional risks associated with investing in Causeway's strategies.

The benchmark index for the emerging markets strategy is the MSCI Emerging Markets Index. This Index is a free float-adjusted market capitalization index, designed to measure equity market performance of emerging markets, consisting of 24 emerging country indices. The MSCI Emerging Markets Small Cap Index includes small cap representation within the Emerging Markets Index markets. With 1,865 constituents, the index covers approximately 14% of the free float-adjusted market capitalization in each country. The small cap segment tends to capture more local economic and sector characteristics relative to larger Emerging Markets capitalization segments. The MSCI Emerging Markets Large Cap Index includes large cap representation within the Emerging Markets Index Index markets. With 681 constituents, the index covers approximately 70% of the free float-adjusted market capitalization in each country.

The indices are gross of withholding taxes, assume reinvestment of dividends and capital gains, and assume no management, custody, transaction or other expenses. It is not possible to invest directly in these indices. MSCI has not approved, reviewed, or produced this report, makes no express or implied warranties or representations and is not liable whatsoever for any data in the report. You may not redistribute the MSCI data or use it as a basis for other indices or investment products. Accounts will not be invested in all the constituent securities of their benchmark indices at all times, and may hold securities not included in their benchmark indices.



This contains information about the general risks of Causeway's investment strategies. As with any investment strategy, there can be no guarantee that a strategy will meet its goals or that the strategy's performance will be positive for any period of time. The principal risks of Causeway's strategies' are listed below:

#### 1. Market and Selection Risk

Market risk is the risk that markets will go down in value. Global economies are increasingly interconnected, and political, economic and other conditions and events (including, but not limited to, war, conflicts, natural disasters, pandemics, epidemics, inflation/deflation, and social unrest) in one country or region might adversely impact a different country or region. Furthermore, the occurrence of severe weather or geological events, fires, floods, earthquakes, climate change or other natural or man-made disasters, outbreaks of disease, epidemics and pandemics, malicious acts, cyber-attacks or terrorist acts, among other events, could adversely impact the performance of client portfolios. These events may result in, among other consequences, closing borders, exchange closures, health screenings, healthcare service delays, quarantines, cancellations, supply chain disruptions, lower consumer demand, market volatility and general uncertainty. These events could adversely impact issuers, markets and economics over the short- and long-term, including in ways that cannot necessarily be foreseen. Clients could be negatively impacted if the value of a portfolio holding were harmed by political or economic conditions or events. Moreover, negative political and economic conditions and events could disrupt the processes necessary for the management of clients' portfolios.

For example, on January 31, 2020, the United Kingdom officially withdrew from the EU (such departure from the EU, ("Brexit"). On December 24, 2020, the EU and United Kingdom signed the EU-United Kingdom Trade and Cooperation Agreement (the "TCA"), which formally took effect on May 1, 2021 and now governs the relationship between the EU and the United Kingdom. Notwithstanding the TCA, certain aspects of the relationship between the United Kingdom and EU remain unresolved and subject to further negotiation and agreement. As such, there remains uncertainty as to the scope, nature, and terms of the relationship between the United Kingdom and the EU and the effect and implications of the TCA.

The actual and potential consequences of Brexit, and the associated uncertainty, have adversely affected, and for the foreseeable future may adversely affect, economic and market conditions in the United Kingdom, in the EU and its member states and elsewhere, and may also contribute to uncertainty and instability in global financial markets. This uncertainty may, at any stage, adversely affect client investments. There may be detrimental implications for the value of an account's investments and/or the ability to implement client investment programs. This may be due to, among other things: (i) increased uncertainty and volatility in United Kingdom, EU and other financial markets; (ii) fluctuations in asset values; (iii) fluctuations in exchange rates; (iv) increased illiquidity of investments located, listed or traded within the United Kingdom, the EU or elsewhere; (v) changes in the willingness or ability of financial and other counterparties to enter into transactions, or the price at which and terms on which they are prepared to transact; and/or (vi) changes in legal and regulatory regimes to which a client or certain of its assets are or become subject.

The withdrawal of the United Kingdom from the EU could have a material impact on the United Kingdom's economy and its future growth, impacting adversely an account's investments in the United Kingdom. It could also result in prolonged uncertainty regarding aspects of the United Kingdom's economy and damage customers' and investors' confidence. Any of these events could have a material adverse effect on an account. Furthermore, client portfolios could be adversely affected if one or more countries leave the euro currency. War, terrorism and related responses and events could cause substantial market volatility, disrupt food operations and adversely affect client performance. For example, Russia's invasion of Ukraine in February 2022, the resulting responses by the U.S. and other countries, and the potential for wider conflict, have increased and may continue to increase volatility and uncertainty in financial markets worldwide. The U.S. and other countries have imposed broad-ranging economic sanctions on Russia and Russian entities and individuals, and may impose additional sanctions, including on other countries that provide military or economic support to Russia. These sanctions, among other things, restrict companies from doing business with Russia and Russian issuers, and may adversely affect companies with economic or financial exposure to Russia and Russian issuers. The extent and duration of Russia's military actions and the repercussions of such actions are not known. The invasion may widen beyond Ukraine and may escalate, including through retaliatory actions and cyberattacks by Russia and even other countries. These events may result in further and significant market disruptions and may adversely affect regional and global economies including those of Europe and the U.S. Certain industries and markets, such as those involving oil, natural gas and other commodities, as well as global supply chains, may be particularly adversely affect. Whether or not an account invests in securities of issuers located i

In addition, exchanges and securities markets may close early, close late or issue trading halts on specific securities, which may result in, among other things, an account being unable to buy or sell certain securities or financial instruments at an advantageous time or accurately price its portfolio investments.



Selection risk is the risk that the investments that a strategy's portfolio managers select will underperform the market or strategies managed by other investment managers with similar investment objectives and investment strategies. Causeway's use of quantitative screens and techniques may be adversely affected if it relies on erroneous or outdated data.

#### 2. Management Risk

Causeway's opinion about the intrinsic worth of a company or security may be incorrect; Causeway may not make timely purchases or sales of securities or changes in exposures for clients; a client's investment objective may not be achieved; or the market may continue to undervalue securities holdings or exposures, or overvalue short exposures. In addition, Causeway may not be able to dispose of certain securities holdings or exposures in a timely manner. Certain securities or other instruments in which an account seeks to invest may not be available in the quantities desired. In addition, regulatory restrictions, policies, and procedures to manage actual or potential conflicts of interest, or other considerations may cause Causeway to restrict or prohibit participation in certain investments.

#### 3. Issuer-Specific Risk

The value of an individual security or particular type of security can be more volatile than the market as a whole and can perform differently from the value of the market as a whole due to, for example: a reason directly related to the issuer; management performance; financial leverage; reduced demand for the issuer's goods or services; the historical and prospective earnings of the issuer; or the value of the issuer's assets. In particular, concentrated strategies may hold a smaller number of holdings, subjecting accounts using these strategies to increased issuer risk, including the risk that the value of a security may decline.

#### 4. Value Stock Risk

Value stocks are subject to the risks that their intrinsic value may never be realized by the market and that their prices may go down. Causeway's value discipline sometimes prevents or limits investments in stocks that are in a strategy's benchmark index.

#### 5. Dividend-Paying Stock Risk

Dividend-paying stocks may underperform non-dividend paying stocks (and the stock market as a whole) over any period of time. The prices of dividend-paying stocks may decline as interest rates increase. In addition, issuers of dividend-paying stocks typically have discretion to defer or stop paying dividends. If the dividend-paying stocks held by an account reduce or stop paying dividends, the account's ability to generate income may be adversely affected.

#### 6. Quantitative Strategy Risk

Data for emerging markets companies may be less available and/or less current than data for developed markets companies. Causeway will use quantitative techniques to generate investment decisions and its analysis and stock selection can be adversely affected if it relies on erroneous or outdated data. Any errors in Causeway's quantitative methods may adversely affect performance. In addition, securities selected using quantitative analysis can perform differently from the market as a whole as a result of the factors used in the analysis, the weight assigned to a stock-specific factor for a stock or the weight placed on each factor, and changes in a factor's historical trends. The factors used in quantitative analysis and the weights assigned to a stock-specific factor for a stock or the weight placed on each factor may not predict a security's value, and the effectiveness of the factors can change over time. These changes may not be reflected in the current quantitative model.

#### 7. Foreign and Emerging Markets Risk

Foreign security investment involves special risks not present in U.S. investments that can increase the chances that an account will lose money. For example, the value of an account's securities may be affected by social, political and economic developments and U.S. and foreign laws relating to foreign investment. Further, because accounts invest in securities denominated in foreign currencies,



accounts' securities may go down in value depending on foreign exchange rates. Other risks include trading, settlement, custodial, and other operational risks; withholding or other taxes; and the less stringent investor protection and disclosure standards of some foreign markets. All of these factors can make foreign securities less liquid, more volatile, and harder to value than U.S. securities. These risks are higher for emerging markets and frontier market investments, which can be subject to greater social, economic, regulatory and political uncertainties. These risks are also higher for investments in smaller and medium capitalization companies. These risks, and other risks of investing in foreign securities, are explained further below.

- The economies of some foreign markets often do not compare favorably with that of the U.S. with respect to such issues as growth of gross domestic product, reinvestment of capital, resources, and balance of payments positions. Certain foreign economies may rely heavily on particular industries or foreign capital. For example, weakening of global demand for oil may negatively affect the economies of countries that rely on the energy industry. They may be more vulnerable to adverse diplomatic developments, the imposition of economic sanctions against a country, changes in international trading patterns, trade barriers and other protectionist or retaliatory measures.
- Governmental actions such as the imposition of capital controls, nationalization of companies or industries, expropriation of assets or the imposition of punitive taxes may adversely affect investments in foreign markets.
- The governments of certain countries may prohibit or substantially restrict foreign investing in their capital markets or in certain industries, or may restrict the sale of certain holdings once purchased. In addition, the U.S. government may restrict U.S. investors, including Causeway and its clients, from investing in certain foreign issuers. Any of these restrictions could severely affect security prices; impair an account's ability to purchase or sell foreign securities or transfer its assets or income back to the U.S.; result in forced selling of securities or an inability to participate in an investment Causeway otherwise believes is attractive; or otherwise adversely affect an account's operations.
- Other foreign market risks include foreign exchange controls, difficulties in pricing securities, defaults on foreign government securities, difficulties in enforcing favorable legal judgments in
  foreign courts, and political and social instability. Legal remedies available to investors in certain foreign countries are less extensive than those available to investors in the U.S. or other foreign
  countries Many foreign governments supervise and regulate stock exchanges, brokers and the sale of securities less than the U.S. government does. Foreign corporate governance may not be as
  robust as in more developed countries. As a result, protections for minority investors may not be strong, which could affect security prices.
- Accounting standards in other countries are not necessarily the same as in the U.S. If the accounting standards in another country do not require as much disclosure or detail as U.S. accounting standards, it may be harder for the portfolio managers to completely and accurately determine a company's financial condition or find reliable and current data to process using quantitative techniques. U.S. regulators may be unable to enforce a company's regulatory obligations.
- Because there are usually fewer investors on foreign exchanges and smaller numbers of shares traded each day, it may be difficult for an account to buy and sell securities on those exchanges. In addition, prices of foreign securities may fluctuate more than prices of securities traded in the U.S.
- Foreign markets may have different clearance and settlement procedures. In certain markets, settlements may not keep pace with the volume of securities transactions. If this occurs, settlement may be delayed and the assets in a client's account may be uninvested and may not be earning returns. An account also may miss investment opportunities or not be able to sell an investment because of these delays.
- If permitted by a client, Causeway may (but is not obligated to) cause an account to enter into forward currency contracts or swaps to purchase and sell securities for the purpose of increasing or
  decreasing exposure to foreign currency fluctuations from one country to another, or from or to the Eurozone region, in the case of the Euro. There can be no assurance that such instruments
  will be effective as hedges against currency fluctuations or as speculative investments. Moreover, these currency contracts or swaps are derivatives (see "Derivatives Risk" below).
- Changes in foreign currency exchange rates will affect the value of an account's foreign holdings. Further, companies in foreign countries may conduct business or issue debt denominated in currencies other than their domestic currencies, creating additional risk if there is any disruption, abrupt change in the currency markets, or illiquidity in the trading of such currencies.
- The costs of foreign securities transactions tend to be higher than those of U.S. transactions.
- International trade barriers or economic sanctions against foreign countries may adversely affect an account's foreign holdings.



The performance of some of Causeway's strategies, in particular the emerging markets and China equity strategies, may be affected by the social, political, and economic conditions within China. After decades of unprecedented growth, China currently faces several headwinds, including a slowing economy, high municipal debt, slowing manufacturing and exports, high youth unemployment, a housing market downturn and deflation. China's securities markets have less regulation and are substantially smaller, less liquid and more volatile than the securities markets of more developed countries, and hence are more susceptible to manipulation, insider trading, and other market abuses. As with all transition countries, China's ability to develop and sustain a credible legal, regulatory, monetary and socioeconomic system could influence the course of outside investment. China has yet to develop comprehensive securities, corporate, or commercial laws; its market is relatively new and undeveloped; and the rate of growth of its economy is slowing. Government policies have recently contributed to economic growth and prosperity in China, but such policies could be altered or discontinued at any time, and without notice. Changes in government policy and slower economic growth may restrict or adversely affect an account's investments. There is no guarantee that the Chinese government will take action to support real estate or financial markets, or that any action taken by the government would be effective. Such events, including government intervention, could have a significant adverse impact on the Chinese, regional and global markets and on an account's holdings. In addition, certain accounts may obtain exposure to the China A-Share market through participation notes, warrants or similar equity-linked notes, which are derivative instruments that can be volatile and involve special risks including counterparty risk, liquidity risk, and basis risk. These instruments may be based on an index or exposures selected by Causeway. Alternatively, certain accounts may directly invest in China A-Shares listed and traded on the Shanghai Stock Exchange or Shenzhen Stock Exchange through the Shanghai-Hong Kong or Shenzhen – Hong Kong Stock Connect links ("Stock Connect"). Trading through Stock Connect is subject to a number of risks including, among others, trading, clearance and settlement risks, currency exchange risks, political and economic instability, inflation, confiscatory taxation, nationalization, expropriation, Chinese securities market volatility, less reliable financial information, differences in accounting, auditing, and financial standards and requirements from those applicable to U.S. issuers, and uncertainty of implementation of existing law in the People's Republic of China. Further developments are likely and there can be no assurance of Stock Connect's continued existence or whether future developments regarding the program may restrict or adversely affect an account's investments or returns. In addition, securities of certain Chinese issuers are, or may in the future become, restricted, and a client account may be forced to sell these restricted securities and incur a loss as a result.

Certain accounts may gain exposure to certain operating companies in China through legal structures known as variable interest entities ("VIEs"). In China, ownership of companies in certain sectors by non-Chinese individuals and entities (including U.S. persons and entities) is prohibited. To facilitate indirect non-Chinese investment, many China-based operating companies have created VIE structures. In a VIE structure, a China-based operating company establishes an entity outside of China that enters into service and other contracts with the China-based operating company. Shares of the entities established outside of China are often listed and traded on an exchange. Non-Chinese investors hold equity interests in the entities established outside of China rather than directly in the China-based operating companies. This arrangement allows U.S. investors to obtain economic exposure to the China-based operating company. In addition, certain accounts may be exposed to certain associated risks, including the risks that: the Chinese government could subject the China-based operating company to penalties, revocation of business and operating licenses or forfeiture of ownership interests; the Chinese government may outlaw the VIE structure, which could cause an uncertain negative impact to existing investors in the VIE structure; if the contracts underlying the VIE structure are not honored by the China-based operating company or if there is otherwise a dispute, the contracts may not be enforced by Chinese courts; and shareholders of the China-based operating company may leverage the VIE structure to their benefit and to the detriment of the investors in the VIE structure. If any of these actions were to occur, the market value of investments in VIEs would likely fall, causing investment losses, which could be substantial.

On March 31, 2023, the "Trial Administrative Measures of Overseas Securities Offering and Listing by Domestic Companies" (the "Trial Measures") by the CSRC came into effect. The Trial Measures requires Chinese companies that pursue listings outside of China, including those that do so using the VIE structure, to make a filing with the CSRC. Although the Trial Measures acknowledge the VIE structure, they are not an endorsement, nor is there a guarantee the CSRC will not set out more stringent requirements that interfere with the operation of VIE structures by listed Chinese companies.

The PCAOB historical has been restricted from inspecting the audit work and practices of registered accountants in the PRC. On August 26, 2022, the PCAOB entered into an agreement with the China Securities Regulatory Commission and the Ministry of Finance of the PRC that permits the PCAOB to inspect registered accountants headquartered in mainland China and Hong Kong. There remains uncertainty as to whether the PRC will allow the PCAOB unrestricted access to the audit papers of PRC issuers. As a result, there continues to be the risk that audits performed by registered accountants in mainland China and Hong Kong may continue to be less reliable than those performed by other firms subject to PCAOB inspection, and that material accounting and financial information about PRC issuers may be unavailable or unreliable.



8. Small and Medium Capitalization Companies Risk

Some of Causeway's strategies, and in particular the international small cap, global small cap, and emerging markets strategies, may invest in smaller and medium capitalization issuers. The values of securities of smaller and medium capitalization companies, which may be less well-known companies, can be more sensitive to, and react differently to, company, political, market, and economic developments than the market as a whole and other types of securities. Smaller and medium capitalization companies can have more limited product lines, markets, growth prospects, depth of management, and financial resources, and these companies may have shorter operating histories and less access to financing, creating additional risk. Smaller and medium capitalization companies in countries with less-liquid currencies may have difficulties in financing and conducting their business. Further, smaller and medium capitalization companies may be particularly affected by interest rate increases, as they may find it more difficult to borrow money to continue or expand operations, or may have difficulty in repaying any loans that have floating rates. Because of these and other risks, securities of smaller and medium capitalization companies tend to be more volatile and less liquid than securities of larger capitalization companies. During some periods, securities of smaller and medium capitalization companies, as asset classes, have underperformed the securities of larger capitalization companies.





Fundamentally Inspired. Quantitatively Driven.

SGA International Small Cap Equity Presented to: Sewerage Water Board of New Orleans

November 12, 2024



Strategic Global Advisors, LLC provides services only to qualified institutions and investors. This is not an offer to any person in any jarksdiction where unlawful or unauthorized.



### Strategic Global Advisors

Presenters



### Presenters



### Cherie Badri, CFA

### Senior Portfolio Manager & Director of Fundamental Research

Ms. Badri joined SGA in 2006, where her responsibilities include portfolio management and fundamental company analysis. Ms. Badri spent over eight years as a Senior Associate Research Analyst at William Blair & Company in Chicago. Previously, she was an Analyst at Picoco in Newport Beach where she co-managed a fund focused on small-cap companies. Ms. Badri earned her BA in Economics from Northwestern University and both her MBA and MS in Finance from the University of Illinois at Urbana-Champaign. She is a CFA charter holder and is a member of the CFA Society of Orange County.



### Lelia Kennedy

### Marketing Associate

Ms. Kennedy joined SGA in 2021 as an intern. She then joined the SGA Associates Program in fall of 2021 and accepted a role as a Marketing Associate in the summer of 2022. She assists in responding to client and prospect requests as well as producing marketing and client service analytics, and other materials. Prior to joining the firm, Ms. Kennedy earned her BS in Labor Studies from the University of California, Los Angeles.



Independent, majority women and employee-owned since 2005 Based in Newport Beach, California







OUTPERFORMANCE\* ACROSS ALL STRATEGIES SINCE INCEPTION RELATIVE TO BENCHMARKS **PROPRIETARY MODELS** & PROCESS INTEGRATED WITH EXPERIENCED FUNDAMENTAL TEAM

CONSISTENTLY MANAGED CORE PORTFOLIOS DRIVEN BY STOCK SELECTION

\* Based on Net of fees performance; actual investment advisory fees incurred by clients may vary. This information is supplemental to the GIPS <sup>®</sup> Report contained in the appendix. Please see Appendix for additional information contained in the GIPS<sup>®</sup> Report. Past performance is not indicative of future results.

### Firm Overview



Firm Total Assets – \$2.9 Billion (35 Total Accounts) Corporate (5) 10% Sub-advised (1) 8% Found/Endow (6) 7% HNW (4) 0.07% 0ther (9)\* 17%

- Average client relationship tenure for public plans is 8.8 years, our oldest being nearly 17 years
- Average public account size is \$156 million, ranging from \$23 million to \$419 million

\*Other includes Collective Investment Trusts, proprietary accounts, wrap accounts and Assets Under Advisement where SGA performs investment advisory services to model portfolios and platforms.

As of September 30, 2024. Total Assets include Assets Under Management (AUM) and Assets Under Advisement (AUA) where SGA performs investment advisory services to model portfolios and platforms. Approximately 11.7% of AUM is represented by AUA. Some public clients may be managed through a relationship where SGA serves as sub-advisor.

### Foundation for Strategic Partnerships



Focused on long-term value creation while fulfilling fiduciary commitment to our clients

- Investment Team with an average of 19 years investment experience and 10 years with SGA
- Engagement with industry best vendors including outsourced middle and back-office operations
- o Continuity/Succession planning
- o Alignment of incentives



### Disciplined Process, Proven Experience



### Investment Team Organization

Senior Portfolio Management





Cherie Badri, CFA Director of Fundamental Research 29 years experience



Brendan Skarra-Corson, CFA Senior Portfolio Manager 17 years experience

#### Office of the CIO

Gary Baierl, PhD CIO 26 years experience

Analvst

Richard Sloan, PhD\* Director of Investment Research 32 years experience

Cherie Badri, CFA Director of Fundamental Research 29 years experience

Brendan Skarra-Corson, CFA Senior Portfolio Manager 17 years experience

David Cai, CFA Director of Quantitative Research 12 years experience

#### Quantitative Research

David Cai, CFA Director of **Ouantitative Research** 12 years experience

Quang Ngu, CFA Vaibhav Kumar, CFA Senior Quantitative Senior Quantitative Analyst 14 years experience 14 years experience\*\* Xiyuan Dong Senior Quantitative Analyst 4 years experience

#### Fundamental Research & Associate Portfolio Management

Cherie Badri, CFA Director of Fundamental Research 29 years experience

Adam Hauptman, CFA Senior Fundamental Senior Fundamental Analyst & Associate PM 18 years experience 16 years experience

Sylvester Malapas, CFA Brett Darragh, CFA Senior Fundamental Analyst & Associate PM Analyst 9 years experience

#### Academic Advisory Board

Since its founding, SGA's investment team has been augmented by an Academic Advisory Board.

### Investment Philosophy

Fundamentally Inspired. Quantitatively Driven.



SGA believes our quantitative investment process can deliver consistent outperformance by identifying mispriced companies within each global industry utilizing our fundamental and behavioral factors. SGA also believes our proprietary fundamental review process is critical to providing incremental alpha and a feedback loop.





### Step 1: Quantitative Research

| Global                                     | Universe: Approximately 10                             | 0,000 Publicly Trad        | ed Companie                 | 25                                  |
|--|--|----------------------------|-----------------------------|-------------------------------------|
|  | ha Model<br>ation (2) – 30%                            | Sector                     | <b>Risk Model</b><br>Growth | Crude Oil Beta                      |
| Factor Weights { Quali                     | ity (5) – 28%  | Currency<br>Region<br>Size | Value<br>Momentum<br>Beta   | Volatility<br>Residual<br>Liquidity |
| Output                                     | delivers company's expected ir                         | ndustry relative returr    | n per unit of ris           | k                                   |
| Step 2: Daily Screening                    | g Optimization   |                            |                             |                                     |
| Step 2: Daily Screening<br>Geographic Weig |  | Currency Weights           | Targeted Track              | ing Error                           |
|  |  | , c                        | Targeted Track              | ing Error                           |
|  | ghts Sector/Industry Weights<br>Identifies suggested k | , c                        | Targeted Track              | ing Error                           |

A confirmation process that seeks to avoid false-positives\*

### Step 4: Final Optimization & Rebalance

Limited to Approved Stocks - Rebalance a Function of Expected Alpha - Measured Turnover Strategy - Active Risk at Stock Level

### Final Portfolio

\*Typically 1-2 new buy universe candidates per day, 10-20% of which are removed from investment universe.

Please see Appendix for additional information contained in the Investment Process Disclosure.

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### Creating a Valuable Feedback Loop

Insights from the Fundamental Review are Utilized in the Quantitative Process





### SGA Model Performance



**Research Impact** As of September 30, 2024



# **Original Factor vs. New:**

- All recently added factors have outperformed the factor(s) they replaced.  $\bigcirc$
- Notably, the updated Residual Income Model which includes the Long Term Growth forecast has Ο slightly outpaced the original, despite Value leadership in the period since its implementation.

Source: FactSet, SGA. Information Coefficient: Correlation between SGA's factor score and the subsequent guarterly risk-adjusted return across the universe. The data above illustrates a comparison of forecasting performance of factor scores of the SGA factor base-case (old) to those of the new factor. The comparison is shown by calculating the correlation between the Current and New and the subsequent quarterly returns of companies in the universe (Information Coefficient). This data is for illustrative purposes only. Past performance is not indicative of future results. Please see Appendix for SGA Category Group Research Disclosure and Investment Process Disclosure.

# Process – International Small Cap Equity

Fundamental Analysis





Impact of SGA Fundamental Analysis on Buy Universe, 04/2010 – 9/2024

Buy Universe includes securities which are eligible for inclusion in the SGA International Small Cap Equity strategy up for review as new buys in the past six months. Source: FactSet, SGA. Past performance is not indicative of future results. Buy Universe, Passed Fundamental, and Failed Fundamental are reduced by the highest applicable annual management fee of 0.90% applied monthly. Please see Appendix for additional information regarding "Fundamental Analysis and Process Performance Attribution Charts."

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### Investment Objective

SGA's objective is to outperform client directed benchmarks incorporating client investment guidelines, through a core portfolio driven by active stock selection within the small-cap universe.

### Information and Structure

- Benchmark: MSCI World ex USA Small Cap Index
- Vehicles: Separately-managed portfolio; CIT
- Style: Bottom-up Stock Selection Core Portfolio
- Current Strategy AUM: \$539 million
- Fund Capacity: \$2 billion

| Historical Returns                                |                                  |           |               |  |  |
|---|----------------------------------|-----------|---------------|--|--|
| Trailing Returns                                  | Composite Net of<br>Highest Fee* | Benchmark | Excess Return |  |  |
| YTD 2024  | 19.40%                           | 11.53%    | 7.87%         |  |  |
| 1 Year  | 32.69%                           | 23.36%    | 9.33%         |  |  |
| 3 Year  | 2.92%                            | 0.05%     | 2.87%         |  |  |
| 5 Year  | 7.43%                            | 6.85%     | 0.58%         |  |  |
| Inception (3/31/2010)<br>As of September 30, 2024 | 8.14%                            | 6.73%     | 1.41%         |  |  |

\*Net of fees performance was calculated using the highest applicable annual management fee of 0.90% applied monthly effective October 1, 2017. Prior to October 1, 2017, net of fees performance was calculated using the highest applicable annual management fee <u>55</u> 1.50% applied monthly; actual investment advisory fees incurred by clients may vary. Please see Appendix for additional information contained in the GIPS® Report. Past performance is not indicative of future results.

# Core Portfolio Driven by Stock Selection

International Small Cap Equity – Style Analysis





Source: eVestment, SGA.

The chart above illustrates the total average style over the last three years of the SGA International Small Cap Equity strategy and the five largest international small cap equity managers by AUM, as measured by eVestment. The plots represent where returns fit within the MSCI International Equity Large Cap Growth/Value, Mid Cap Growth/Value, and Small Cap Growth/Value. The returns-based information above was calculated using quarterly gross of fee returns. The data listed is supplemental to the information contained in the GIPS® Report, which is located at the end of this presentation. Past performance is not indicative of future results.



A disciplined, historically repeated process that has delivered alpha over varying market conditions 3/31/2010 – 9/30/2024



### Market based on MSCI World ex USA Small Cap Net Index

Net of fees performance was calculated using the highest applicable annual management fee of 0.90% applied monthly effective October 1, 2017. Prior to October 1, 2017, net of fees performance was calculated using the highest applicable annual management fee of 2550% applied monthly; actual investment advisory fees incurred by clients may vary. Please see Appendix for additional information contained in the GIPS® Report. Past performance is not indicative of future results.

# Strategic Global Advisors

Fundamentally Inspired. Quantitatively Driven.



- **Proprietary** Models & Process integrated with experienced Fundamental team
- **Consistently** managed core portfolios driven by stock selection
- **Outperformance** across all strategies since inception relative to benchmarks





# People – Portfolio Management and Research



### Cynthia Tusan, CFA (35 + years of Investment Experience)

#### Chief Executive Officer and a Senior Portfolio Manager

Ms. Tusan founded SGA in 2005 as she envisioned a firm that would combine the efficiency of quantitative research with the qualitative insights of fundamental company analysis. Her investment career spans three decades, including 16 years with Wells Fargo where she began in 1989 as a Senior Portfolio Manager. In 1996, Ms. Tusan started the Risk Management Group for Wells Capital Management, and eventually led their international equity team in running close to \$1.5 billion in international equity assets. Ms. Tusan earned her BA in Economics from Bryn Mawr College and her MBA from the Anderson School at UCLA. She is a CFA charter holder and is a member of the CFA Society of Los Angeles and the CFA Society of Orange County.

### Gary Baierl, PhD (26 + years of Investment Experience)

#### Chief Investment Officer

Dr. Baierl joined SGA in 2005, developing and developed and overseeing quantitative research. Prior to SGA he served as the Director of Quantitative Research at Causeway Capital Management where he developed the quantitative screens and the risk model used by the firm in their stock selection and portfolio construction processes. In addition, he launched and managed their quantitative market neutral international equity hedge fund. Prior to Causeway, Dr. Baierl was Head of Quantitative Research at Hotchkis and Wiley and also was a Senior Consultant in the Research Group at Ibbotson Associates. Dr. Baierl earned his PhD in Managerial Economics and Decision Science from Northwestern University and BA in Mathematics and Economics from Boston University.

#### Professor Richard Sloan (25+ years of Investment & Research Experience) Director of Investment Research

Professor Sloan joined SGA's Advisory Board in 2018 and joined SGA in a consulting capacity as Director of Investment Research in 2023. As Director of Investment Research, his consulting relationship and involvement with the Fundamental and Quantitative research teams expands, leveraging his expertise in an effort to further refine SGA's investment process and incorporate new insights from academia. Professor Sloan is a professor of accounting, finance and business economics at the University of Southern California. He has also served on the faculties of UC Berkeley's Haas School of Business, University of Michigan's Ross School of Business and University of Pennsylvania's Wharton School. While at the University of Michigan, Professor Sloan was the founding director of the John R. and Georgene M. Tozzi Electronic Business and Finance Center. From 2006 to 2009, Sloan was a managing director in equity research at Barclays Global Investors (since acquired by Blackrock). Professor Sloan is a pioneer in the field of quantitative investing. He has served as a consultant to numerous firms in the investment management industry and is a frequent speaker at industry conferences.

### Cherie Badri, CFA (29 years of Investment Experience)

#### Director of Fundamental Research and a Senior Portfolio Manager

Ms. Badri joined SGA in 2006, where her responsibilities include portfolio management and fundamental company analysis. Ms. Badri spent over eight years as a Senior Associate Research Analyst at William Blair & Company in Chicago. Previously, she was an Analyst at Picoco in Newport Beach where she co-managed a fund focused on small-cap companies. Ms. Badri earned her BA in Economics from Northwestern University and both her MBA and MS in Finance from the University of Illinois at Urbana-Champaign. She is a CFA charter holder and is a member of the CFA Society of Orange County.

### Brendan Skarra-Corson, CFA (17 years of Investment Experience)

#### Senior Portfolio Manager

Mr. Skarra-Corson joined SGA in 2012, and his responsibilities include portfolio management and Alpha Model factor research. He joined the firm after completing a Master of Financial Engineering (MFE) degree at the University of California, Berkeley. Mr. Skarra-Corson worked at INDATA Services, LLC where he led a team that implemented solutions to meet the financial technology needs of asset managers. He also earned his BA in Economics and Mathematics from University of California, San Diego. Mr. Skarra-Corson is a CFA charter holder and member of the Orange County CFA Society.

#### David Cai, CFA (12 years of Investment Experience)

#### Director of Quantitative Research

Mr. Cai joined SGA in 2015 and is responsible for advancing and maintaining Alpha Model and Risk Model factor research. Prior to joining the firm, Mr. Cai served as a Trader and Researcher at Henning & Carey Proprietary Trading in Chicago, where he traded U.S. fixed income products, modeled the Treasury yield curve, and researched new strategies. Mr. Cai brings skills that combine quantitative modeling, data analysis, and macroeconomic analysis to SGA. Mr. Cai earned his BBA in Finance and Mathematics from the University of Wisconsin, Madison and Master in Financial Engineering (MFE) from the University of California, Berkeley.

# People – Executive Committee



### Cynthia Tusan, CFA - Chief Executive Officer and a Senior Portfolio Manager (35 years of Investment Experience)

#### Joel Reynolds - Chief Compliance Officer (29 years of Investment Industry Experience)

Mr. Reynolds is Chief Compliance Officer at SGA and responsible for all of the firm's compliance functions. Prior to joining SGA, Mr. Reynolds was Senior Vice President, Senior Compliance Officer at PIMCO for more than eight years, where he was responsible for managing core functions related to regulatory and investment compliance, including personal trading, portfolio compliance, client certifications, and compliance training. Previously, Mr. Reynolds was a vice president in compliance at Income Research & Management and held compliance positions with Geode Capital Management and Fidelity Investments. He holds a JD from Suffolk University Law School, and an MBA from Babson College. He received his undergraduate degree in Economics from the University of Utah. He is admitted to the bar in Massachusetts and Arizona.

### Elyse Waldinger - Chief Operating Officer (28 years of Investment Industry Experience)

Ms. Waldinger is Chief Operating Officer at SGA and is responsible for the firm's operations and technology functions. Prior to joining SGA, Ms. Waldinger was Partner/Chief Operating Officer/Chief Compliance Officer at R Squared Capital Management. Previously, she was the Head of Trading and Portfolio Support, Equities at Artio Global Management. Prior to joining Artio in 2000, she was a Sales Assistant on the Municipal Bond Trading Desk at Morgan Stanley for three years and a Portfolio Assistant with Burnham Securities for two years. Ms. Waldinger received a BS from AB Freeman School of Business, Tulane University.

# Inclusion & Diversity: Embedded in our Culture



"As a women-owned firm, SGA considers inclusion and diversity an integral part of our culture from our founding in 2005. Our team believes that better outcomes at both the firm and portfolio levels can be achieved with diversity of gender, race, background, thought, and experiences. We are committed to our diversity initiatives and understand the importance of making a conscious effort to improve."

-Cynthia Tusan, CFA, CEO and Senior Portfolio Manager

### FIRM

67% woman owned 56% employee owned



### IMPACT

Pursuing industry diversity through the SGA Intern Program and The Associates Program

# UCLA Riordan Programs

### **INCLUSION & DIVERSITY**

### HIRING PRACTICES

Focus on creating a diverse pipeline of candidates from multiple forums to expand demographic reach



### CULTURE

Fostering authenticity and best practices both internally and externally.



### SGA CARES

Engaging our community through the SGA Cares Initiative.



### VENDORS

Strive to utilize minority and women-owned suppliers of professional services. Historically ~20% of total firm-level brokerage.



#### Logos are shown for illustrative purposes only.

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# SGA Alpha Model Overview



### Valuation Category (30%)

**Residual Income** 

Free Cash Flow Yield<sup>1</sup>

### Growth Category (22%)

Growth Consistency

Operating Cash Flow Efficiency

Intangible Assets<sup>1</sup>

### Quality Category (28%)

Discretionary Accruals<sup>1,2</sup>

F Score

External Financing

Capital Expenditure Conservatism<sup>1,2</sup>

Earnings Surprise

### Sentiment Category (20%)

Long Term Price Momentum

Earnings Yield Momentum

Sell-Side Earnings Estimate Revision

Net Arbitrage Position

The data in the tables above represents the Alpha Model as applied to companies outside of the Financial and Real Estate sectors as defined by GICS. <sup>1</sup>When ranking securities in the Financials sector as defined by GICS the denoted factors are not used. <sup>2</sup>When ranking securities in the Real Estate sector as defined by GICS the denoted factors are not used. Please see Appendix for additional information contained in the Systematic Investment Risk Disclosure.



| INTERNATIONAL SMALL CAP EQUITY (3/31/2010 – 9/30/2024) | RETURN | VOLATILITY | TE    |
|--|--------|------------|-------|
| Equal-Weighted Buy Universe                            | 9.42%  | 17.72%     | 4.34% |
| Equal-Weighted Passed Fundamental                      | 11.14% | 17.06%     | 4.23% |
| Equal-Weighted Failed Fundamental                      | 5.51%  | 20.98%     | 8.81% |
| SGA Strategy Composite (gross of fees)                 | 9.45%  | 16.86%     | 3.23% |
| SGA Strategy Composite (net of fees)                   | 8.14%  | 16.85%     | 3.21% |
| MSCI World ex USA Small Cap Index (Net)                | 6.73%  | 16.97%     | 0.00% |

"Return" = annualized gross of fees return

"Volatility" = annualized standard deviation

"TE" = annualized tracking error to the strategy benchmark

Buy Universe, Passed Fundamental, and Failed Fundamental are reduced by the highest applicable annual management fee of 0.90% applied monthly. Composite net of fees performance was calculated using the highest applicable annual management fee as described in the GIPS® Report. Please see the additional information contained in the GIPS® Report, which is located at the end of this presentation. Please see Appendix for additional information regarding "Fundamental Analysis and Process Performance Attribution Charts." Past performance is not indicative of future results.



# SGA International Small Cap Equity Composite

Annualized Performance

Period Ending September 30, 2024



Net of fees performance was calculated using the highest applicable annual management fee of 0.90% applied monthly effective October 1, 2017. Prior to October 1, 2017, net of fees performance was calculated using the highest applicable annual management fee of 1.50% applied monthly; actual investment advisory fees incurred by clients may vary. Please see Appendix for additional information contained in the GIPS<sup>®</sup> Report. Past performance is not indicative of future results.



|                                       | SGA INTL SMALL CAP EQUITY<br>(GROSS) | SGA INTL SMALL CAP EQUITY<br>(NET) | MSCI WORLD EX USA<br>SMALL CAP NET |
|---------------------------------------|--------------------------------------|------------------------------------|------------------------------------|
| Annualized Return                     | 9.45%                                | 8.14%                              | 6.73%                              |
| Avg. Annualized 3-Year Rolling Return | 8.39%                                | 7.08%                              | 6.44%                              |
| Monthly Batting Average               | 60.34%                               | 54.60%                             |                                    |
| Standard Deviation                    | 16.86%                               | 16.85%                             | 16.97%                             |
| Upside Market Capture                 | 104.96%                              | 101.66%                            | 100%                               |
| Downside Market Capture               | 93.51%                               | 95.84%                             | 100%                               |
| Information Ratio                     | 0.84                                 | 0.44                               |                                    |
| Sharpe Ratio                          | 0.49                                 | 0.41                               | 0.33                               |
| Sortino Ratio                         | 0.72                                 | 0.60                               | 0.48                               |
| T-Statistic                           | 2.97                                 | 1.55                               |                                    |

Characteristics are calculated since inception through September 30, 2024. Returns are calculated since inception of the strategy, March 31, 2010, through September 30, 2024. Net of fees performance was calculated using the highest applicable annual management fee. Please see the additional information contained in the GIPS<sup>®</sup> Report, which is located at the end of this presentation. Past performance is not indicative of future results.

Batting Average = The number of months in which the strategy outperformed the primary benchmark divided by the total number of months in the period.

Sortino Ratio = The downside volatility versus total volatility. This statistic is computed by subtracting the return of the risk-free index from the return of the manager to determine the risk-adjusted excess return. This excess return is then divided by the downside risk of the manager.

T-Statistic = A measure of the likelihood that the actual value of monthly excess return is not zero. The larger the absolute value of t, the less likely that the actual value of monthly excess return could be zero. It is computed by dividing average monthly excess return since inception by its standard error **26**/4 ere monthly excess return is monthly portfolio return minus monthly benchmark return.

Sector Attribution 03/31/2010 – 9/30/2024





Please see Appendix for additional information contained in the Attribution Disclosure. Attribution is supplemental information intended to illustrate contribution of these characteristics to the overall performance of the strategy. Please see information provided herein for strategy performance. Based on gross of fees returns. Past performance is not indicative of future results. Attribution is shown using a representative account. ETFs, if held, are generally used for cash management purposes and/or to gain exposure in markets that are unavailable to the account and are not included in the referenced data<sup>265</sup>

Regional Attribution 03/31/2010 – 9/30/2024





Please see Appendix for additional information contained in the Attribution Disclosure. Attribution is supplemental information intended to illustrate contribution of these characteristics to the overall performance of the strategy. Please see information provided herein for strategy performance. Based on gross of fees returns. Past performance is not indicative of future results. Attribution is shown using a representative account. ETFs, if held, are generally used for cash management purposes and/or to gain exposure in markets that are unavailable to the account and are not included in the referenced data<sup>266</sup>

### Portfolio Characteristics

| Period Ending September 30, 2024 |                           |                                 |
|----------------------------------|---------------------------|---------------------------------|
|                                  | SGA INTL SMALL CAP EQUITY | MSCI WORLD EX USA SMALL CAP NET |
| Number of Stocks                 | 200                       | 2,309                           |
| Active Share                     | 90%                       | 0%                              |
| Price/Earnings (1-Year Forecast) | 10.8x                     | 13.7x                           |
| Price/Book                       | 1.6x                      | 1.4x                            |
| Dividend Yield                   | 3.4%                      | 2.9%                            |
| Historical 3-Year EPS Growth     | 20.4%                     | 6.8%                            |
| Weighted Average Market Cap      | \$2.8B                    | \$3.4B                          |
| Median Market Cap                | \$2.0B                    | \$2.9B                          |
| 12-Month Trailing Turnover       | 64.2%                     |                                 |

Source: SGA, Northern Trust, FactSet, MSCI

Characteristics are based on a representative account and calculated as of September 30, 2024. Active Share is calculated by taking the sum of the absolute value of the differences of the weight of each holding in a portfolio versus the weight of each holding in the benchmark index and dividing by two. Price/Earnings (1-Year Forecast) and Price/Book are weighted harmonic averages.



# SGA International Small Cap Equity Portfolio Allocations



### Region Weights (9/30/2024)

|                      | INTL SMALL CAP<br>EQUITY | MSCI WORLD EX<br>USA SMALL NET |
|----------------------|--------------------------|--------------------------------|
| Dev Europe ex-U.K.   | 30.95                    | 31.21                          |
| United Kingdom       | 14.00                    | 13.78                          |
| Dev PAC RIM ex-Japan | 10.14                    | 12.90                          |
| Japan                | 31.83                    | 32.22                          |
| North America        | 12.01                    | 9.88                           |
| Emerging Markets     | 0.56                     | 0.00                           |
| Cash                 | 0.51                     | 0.00                           |
| Total                | 100.00%                  | 100.00%                        |

### Sector Weights (9/30/2024)

|                        | INTL SMALL CAP<br>EQUITY | MSCI WORLD EX<br>USA SMALL NET |
|------------------------|--------------------------|--------------------------------|
| Communication Services | 2.61                     | 3.33                           |
| Consumer Discretionary | 11.07                    | 11.92                          |
| Consumer Staples       | 7.64                     | 6.30                           |
| Energy                 | 4.48                     | 4.26                           |
| Financials             | 12.02                    | 11.63                          |
| Health Care            | 6.60                     | 5.39                           |
| Industrials            | 22.72                    | 22.54                          |
| Information Technology | 9.81                     | 8.83                           |
| Materials              | 10.97                    | 11.42                          |
| Real Estate            | 9.48                     | 11.18                          |
| Utilities              | 2.09                     | 3.20                           |
| Cash                   | 0.51                     | 0.00                           |
| Total                  | 100.00%                  | 100.00%                        |

Data shown using a representative account. Please see the additional information contances in the GIPS® Report, which is located at the end of this presentation. ETFs, if held, are generally used for cash management purposes and/or to gain exposure in markets that are unavailable to the account and are not included in the referenced data. ©2024 Strategic Global Advisors, LLC

Portfolio Holdings and Allocations

# Top 10 Holdings (9/30/2024)

|                                    | INTL SMALL CAP | MSCI WORLD EX | Denmark        |
|------------------------------------|----------------|---------------|----------------|
|                                    | EQUITY         | USA SMALL NET | Finland        |
| Morgan Sindall Group plc           | 1.36           | 0.06          | France         |
|                                    | 1.50           | 0.00          | Germany        |
| Mitsui Mining and Smelting Company | 1.33           | 0.06          | Greece         |
|                                    | 1.00           | 0.00          | Hong Kong      |
| Dundee Precious Metals Inc.        | 1.30           | 0.06          | Ireland        |
|                                    |                |               | Israel         |
| Konecranes Oyj                     | 1.30           | 0.16          | Italy          |
|                                    |                |               | Japan          |
| Fujikura Ltd                       | 1.28           | 0.27          | Netherlands    |
|                                    |                |               | New Zealand    |
| Santen Pharmaceutical Co., Ltd.    | 1.26           | 0.12          | Norway         |
|                                    |                |               | Poland         |
| Yangzijiang Shipbuilding Ltd.      | 1.25           | 0.15          | Portugal       |
|                                    |                |               | Singapore      |
| Aryzta AG                          | 1.24           | 0.06          | Spain          |
|                                    |                |               | Sweden         |
| Granite REIT                       | 1.22           | 0.06          | Switzerland    |
|                                    |                |               | Thailand       |
| Sankyo Co., Ltd.                   | 1.21           | 0.09          | United Kingdom |
| T 4011 11                          | 40 750/        | 4.000/        | Cash           |
| Top 10 Holdings                    | 12.75%         | 1.09%         | Total          |

Data shown using a representative account. Please see the additional information conta<sup>269</sup> in the GIPS® Report, which is located at the end of this presentation. ETFs, if held, are generally used for cash management purposes and/or to gain exposure in markets that are unavailable to the account and are not included in the referenced data. ©2024 Strategic Global Advisors, LLC

Country Weights (9/30/2024)



|                | INTL SMALL CAP<br>EQUITY | MSCI WORLD EX USA<br>SMALL NET |
|----------------|--------------------------|--------------------------------|
| Australia      | 6.03                     | 8.66                           |
| Austria        | 1.61                     | 0.84                           |
| Belgium        | 0.58                     | 1.21                           |
| Bermuda        | 1.52                     | 0.00                           |
| Canada         | 10.50                    | 9.88                           |
| Denmark        | 1.30                     | 1.72                           |
| Finland        | 3.07                     | 1.15                           |
| France         | 1.76                     | 3.05                           |
| Germany        | 3.77                     | 3.43                           |
| Greece         | 0.20                     | 0.00                           |
| Hong Kong      | 1.13                     | 1.44                           |
| Ireland        | 1.32                     | 0.25                           |
| Israel         | 1.53                     | 2.47                           |
| Italy          | 1.95                     | 2.91                           |
| Japan          | 31.83                    | 32.22                          |
| Netherlands    | 0.85                     | 1.23                           |
| New Zealand    | 0.00                     | 0.66                           |
| Norway         | 3.43                     | 2.06                           |
| Poland         | 0.17                     | 0.00                           |
| Portugal       | 0.00                     | 0.29                           |
| Singapore      | 2.98                     | 2.14                           |
| Spain          | 2.67                     | 1.57                           |
| Sweden         | 5.02                     | 5.09                           |
| Switzerland    | 2.08                     | 3.93                           |
| Thailand       | 0.20                     | 0.00                           |
| United Kingdom | 14.00                    | 13.78                          |
| Cash           | 0.51                     | 0.00                           |
| Total          | 100.00%                  | 100.00%                        |

# **Process – International Small Cap Equity** The Power of the Stock Selection Model



SGA Stock Selection Model Quintile Performance

Average Annualized Excess Returns Utilizing Quarterly Rebalancing From January 1988 Through September 2024



#### Source: FactSet, SGA

Returns are presented net of fees calculated using the highest applicable annual management fee of 0.90% applied quarterly. Quintile performance returns are based on performance of SGA's Stock Selection Model over Equal-Weighted International Small Cap Equity universe. Past performance is not indicative of future results. Please see the corresponding Alpha Model Universe slide as the end if this presentation. Please see the 27 ditional information contained in the GIPS® Report, which is located at the end of this presentation.

# GIPS<sup>®</sup> Report SGA International Small Cap Equity



|          |                                    | C                 | OMPOSITE ASSE      | ГS                    | ŀ                    | ANNUAL PERFOR    | RMANCE RESULTS                                |                         | EX-POS             | ANNUALIZED<br>T STANDARD<br>ATION***          |
|----------|------------------------------------|-------------------|--------------------|-----------------------|----------------------|------------------|---|-------------------------|--------------------|---|
| YEAR END | TOTAL FIRM<br>ASSETS<br>(MILLIONS) | USD<br>(MILLIONS) | NO. OF<br>ACCOUNTS | % OF WRAP<br>ACCOUNTS | COMPOSITE<br>GROSS** | COMPOSITE<br>NET | MSCI WORLD EX<br>USA SMALL CAP<br>INDEX (NET) | COMPOSITE<br>DISPERSION | COMPOSITE<br>GROSS | MSCI WORLD EX<br>USA SMALL CAP<br>INDEX (NET) |
| 2023     | 2,769                              | 480               | 7                  | 2%                    | 15.77%               | 14.74%           | 12.62%  | N/A                     | 18.68%             | 18.21%  |
| 2022     | 3,231                              | 481               | 7                  | 1%                    | -20.62%              | -21.33%          | -20.58%                                       | N/A                     | 23.77%             | 23.30%  |
| 2021     | 4,365                              | 887               | 8                  | <1%                   | 14.04%               | 13.02%           | 11.14%  | 0.11%                   | 20.41%             | 20.02%  |
| 2020     | 5,045                              | 828               | 7                  | 1%                    | 7.17%                | 6.19%            | 12.78%  | N/A                     | 21.42%             | 21.08%  |
| 2019     | 5,139                              | 926               | 8                  | 3%                    | 22.58%               | 21.50%           | 25.41%  | 0.57%                   | 12.97%             | 11.93%  |
| 2018     | 3,944                              | 790               | 8                  | 3%                    | -21.57%              | -22.29%          | -18.07%                                       | 0.29%                   | 13.66%             | 12.73%  |
| 2017     | 4,085                              | 579               | 8                  | 5%                    | 38.54%               | 36.73%           | 31.04%  | N/A                     | 12.18%             | 11.69%  |
| 2016     | 3,023                              | 274               | 4                  | 2%                    | 2.40%                | 0.88%            | 4.32%   | N/A                     | 12.70%             | 12.49%  |
| 2015     | 2,548                              | 248               | 4                  | 2%                    | 11.95%               | 10.30%           | 5.46%   | N/A                     | 11.60%             | 11.66%  |
| 2014     | 1,141                              | 67                | 3                  | 7%                    | -3.43%               | -4.87%           | -5.35%  | N/A                     | 12.93%             | 13.53%  |
| 2013     | 715                                | 5                 | 1                  | 100%                  | 37.17%               | 35.18%           | 25.55%  | N/A                     | 15.17%             | 16.50%  |
| 2012     | 441                                | 4                 | 1                  | 100%                  | 20.15%               | 18.39%           | 17.48%  | N/A                     | N/A                | N/A   |
| 2011     | 313                                | 3                 | 1                  | 100%                  | -5.09%               | -6.51%           | -15.81%                                       | N/A                     | N/A                | N/A   |
| 2010*    | 153                                | 3                 | 1                  | 100%                  | 18.95%               | 17.64%           | 18.12%  | N/A                     | N/A                | N/A   |

N/A - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.

\*Performance represents a non-annualized partial period return beginning March 31, 2010.

\*\*Beginning January 1, 2017, pure gross returns are shown as supplemental information for bundled fee accounts and are stated gross of all fees and transaction costs. \*\*\*The 3-year annualized ex-post standard deviation is not shown when there are not 36-monthly performance returns available.

# GIPS<sup>®</sup> Report SGA International Small Cap Equity



International Small Cap Equity Composite includes the discretionary, equity only accounts whose primary investment objective is growth, and secondarily yield, invested in international small cap securities, and benchmarked against MSCI World ex-US Small Cap Net Index which includes small-cap companies in developed markets, excluding the U.S. The minimum account size for this composite is \$100 thousand. Key material risks include foreign company, currency, political, and economic events unique to a country or region that may affect those markets and their issuers. Moreover, small-capitalization companies may be more vulnerable to adverse business or economic events than larger, more established companies. From inception through November 30, 2013, the composite was compared to the MSCI EAFE Small Cap Net Index. On December 1, 2013, the comparative benchmark for the composite was changed to the MSCI World Ex-US Small Cap Net Index. This index includes Canadian securities, while the EAFE Small Cap Index does not. The list of eligible countries for the strategy has included Canada since its inception, and the strategy has typically included investments in Canadian securities. Therefore, the MSCI World Ex-US Small Cap Net Index is more closely representative of the strategy, and in fact, the strategy has maintained a lower tracking error versus this index since inception. This change of benchmark was made retroactively to the inception of the composite. The International Small Cap Equity Composite was created and incepted on March 31, 2010. Prior to December 31, 2016, International Small Cap Equity Composite was known as the International Small Cap Core Equity Composite.

Strategic Global Advisors, LLC (SGA) claims compliance with the Global Investment Performance Standards (GIPS<sup>®</sup>) and has prepared and presented this report in compliance with the GIPS standards. SGA has been independently verified for the periods December 1, 2005 through December 31, 2023.

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 International Small Cap Equity Composite has had a performance examination for the periods January 1, 2014 through December 31, 2023. The verification and performance examination reports are available upon request.

SGA is an independently registered investment advisor. Registration does not imply any level of skill or training. A list of all composite and pooled fund investment strategies offered by the firm, with a description of each strategy, is available upon request. The type of portfolios in which each strategy is available (segregated account, limited distribution pooled fund, or broad distribution pooled fund) is indicated in the description of each strategy. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Composite performance is presented net of foreign withholding

taxes on dividends and interest income. Withholding taxes may vary according to the investor's domicile. Composite returns represent investors domiciled primarily in the United States. The MSCI World Ex-US Small Cap Net Index uses withholding tax rates applicable to Luxembourg holding companies.

The U.S. dollar is the currency used to express performance. Returns are presented gross and net of management fees and include the reinvestment of all income. Composite net of fees performance was calculated by reducing the gross of fees return by the maximum annual management fee of 0.90% applied monthly effective October 1, 2017. Prior to October 1, 2017, composite net of fees performance was calculated using the maximum annual management fee of 1.50% applied monthly. Some accounts in this composite pay a bundled fee (or wrap fee) based on a percentage of assets under management, which in addition to brokerage commissions, the fee includes portfolio monitoring, consulting services, and in some cases, custodial services, From March 31, 2010 through December 31. 2016, gross and net returns have been reduced by the fees for these services. Beginning January 1, 2017, pure gross returns are shown as supplemental information for bundled fee accounts and are stated gross of all fees and transaction costs. Please note that the maximum annual management fee for the respective period may differ from the actual investment advisory fees incurred by clients.

The annual composite dispersion presented is a gross of fees asset weighted standard deviation calculated for the accounts in the composite the entire year and is only presented for periods with more than five accounts in for the entire year. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request.

From July 1, 2019 through January 31, 2024, the composite policy required the temporary removal of any portfolio due to a client-initiated significant cash inflow or outflow, excluding securities received or delivered in kind when the cash inflow or outflow represented 10% or greater of the portfolio assets. Additional information regarding the treatment of significant cash flows is available upon request.

Past performance is not indicative of future results.

Maximum annual management fee is 0.90%; actual investment advisory fees incurred by clients may vary.

Please note that effective October 1, 2018 the composite was re-defined to no longer include accounts benchmarked against the MSCI EAFE Small Cap Net Index. The change was made to accommodate differences that occurred between the composite's intended strategy and the MSCI EAFE Small Cap Net Index.

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# Investment Process Disclosure SGA Research



#### Investment Process

Pages in this presentation referring to investment process, portfolio construction, investment guidelines, research, portfolio characteristics, and portfolio positioning are for illustrative purposes only. Figures and statements on these pages are subject to change and may vary based on market conditions, strategy and client-specific constraints.

The "daily screening portfolio optimization" generally runs daily on the strategy's universe subject to SGA's strategy and client-specific constraints. The "Stock Selection Model" estimates industry relative score based on several factors and may be interpreted as expected relative return. The "Risk Model" estimates the risk profile of each stock based on SGA's proprietary alpha and risk factors.

Fundamental analysis generally takes into consideration more areas than listed. The areas listed as well as areas not listed may singly or jointly impact an analyst's decision. The judgment of experienced analysts is used to determine the importance of these areas and whether they constitute a high enough level of concern that a stock will be deemed ineligible for purchase.

Never invest based purely on our publication or information, which is provided on an "as is" basis without representations. Past performance is not indicative of future results.

### Stock Examples

Stock examples are intended for illustration purposes only. The actual company review may differ significantly in terms of model rankings, and the parameters for the fundamental review, including areas not listed on this page. Portfolio manager judgment, as well as, research accessed from a variety of sources may be used, alone and together. The rankings at the time of purchase and at the time of sale will vary significantly by security. There is no threshold by which a stock is purchased or sold and portfolio manager judgment at all times is a factor.

Percentiles are calculated for illustration purposes using SGA's proprietary Alpha Model estimates, which are used to assess companies. Every company receives an alpha, which may be interpreted as a proxy for expected excess return or peer group rank.

Nothing published should be considered personalized investment advice, investment services or solicitation to buy, sell, or hold any securities.

Investments do not guarantee a positive return as stocks are subject to market risks, including the potential loss of principal.

# Attribution Disclosure Attribution by Sector and Country



Time periods are noted on each SGA Attribution by Sector and Country slide.

Attribution is supplemental information intended to illustrate contribution of these characteristics to the overall performance of the portfolio. Please see information provided herein for portfolio performance. Analysis uses holdings and performance for a representative account or the client's own account, as noted. In the case of a representative account, the performance may vary from other portfolios following the same strategy. The accounts are managed in a similar manner, and therefore we believe these results accurately reflect the performance of the relevant strategy.

The results portrayed reflect the reinvestment of dividends and other earnings. International equity investing includes the possibility of loss. The volatility of the index may be materially different from that of the portfolio.

The data used is derived from FactSet Portfolio Analysis. Returns will not precisely match composite returns or returns reconciled to the account's custodian due to the use of FactSet pricing, FactSet corporate actions, FactSet dividend reinvestment, and use of end of day holdings that do not account for trades not executed at closing prices.

Portfolio returns may vary from the composite returns due to several factors: holdings- rather than transaction-based attribution is used, pricing utilized MSCI net rather than actual pricing and tax withholding, and due to the fact the attribution is run on a representative portfolio rather than a composite of portfolios.

Excess returns reported by SGA are calculated by subtracting the annualized return of the benchmark from the annualized return of the SGA portfolio. Traditional attribution by FactSet is applied to cumulative returns of the benchmark versus cumulative returns of the portfolio, then annualizing the differences in cumulative return.

Due to limitations on the availability of holdings data, all benchmark data for periods prior to July 31, 2007 represent the historical returns for the benchmark holdings as of July 31, 2007.

In preparing this presentation we have relied upon and assumed without independent verification, the accuracy and completeness of all information available from public sources.

This information is supplemental to the GIPS® Report.

Sources: FactSet, SGA

Past performance is not indicative of future results. Returns are presented gross of fees.

- Average weight: The portfolio average weight of a position reflects the average daily value of the position relative to all of the securities in the portfolio over the period.
- Total return: Total returns for the portfolio gross of fees. Total returns include the reinvestment of dividends and other earnings.
- Contribution to return: The portfolio contribution to return is calculated by multiplying the beginning weight of a security by the portfolio return.
- Allocation effect: Portion of portfolio excess return attributed to over or underweights relative to the benchmark. A group's allocation effect equals the weight of the portfolio's group minus the weight of the benchmark's group times the total return of the benchmark group minus the total return of the benchmark in aggregate.
- Selection effect: Selection effect is the portion of portfolio excess return attributable to choosing different securities within groups from the benchmark. A group's selection effect equals the weight of the benchmark's group multiplied by the total return of the portfolio's group minus the total return of the benchmark's group.
- Interaction effect: A group's interaction effect equals the weight of the portfolio's group minus the weight of the benchmark's group times the total return of the portfolio's group minus the total return of the benchmark's group.
- Total effect: The total effect represents the opportunity cost of an investment manager's investment decisions relative to the overall benchmark.

# Strategic Global Advisors Alpha Model International Small Cap Universe



These Alpha Model backtests are hypothetical and do not reflect actual or intended implementation of a portfolio by SGA. They are presented as a simplified demonstration of the historical influence of the Alpha Model on SGA's investment process and were achieved by means of the retroactive application of an investment process that was designed with the benefit of hindsight. Thus, the performance results noted should not be considered indicative of the skill of the advisor or its investment professionals. The back-tested performance was compiled after the end of the period depicted and does not represent the actual investment decisions of the advisor. In addition, back-tested performance results do not involve financial risk, and no hypothetical trading record can completely account for the impact of financial risks associated with actual investing. There is no guarantee that SGA's live strategies will capture fully or in part the excess returns estimated here. Furthermore, SGA does not guarantee the accuracy of these estimates or methodology. SGA believes the backtest analysis provides important insights for SGA in thinking about and designing the firm's investment process. SGA applies both quantitative and gualitative approaches to portfolio management, which may vary depending on market conditions and impact the firm's ability to capture the alpha indicated by these backtests.

There are limitations inherent in backtested model results, particularly the fact that such results do not represent actual trading and that they may not reflect the impact that material economic and market factors might have had on portfolio decision making in a live client account. SGA did not manage any live accounts during the entire backtest period. The results portrayed reflect the reinvestment of dividends and other earnings.

International equity investing includes the possibility of loss. Equalweighted quintile returns by SGA Alpha are compared to the equalweighted small cap universe.

SGA encourages clients and prospects to seek independent sources of analysis in assessing SGA's returns and process. For additional information on the calculation methodology please contact Strategic Global Advisors,275 LLC at 949.706.2640.

- Time period January 1988 September 2024
- Formed equal-weighted quintiles based on SGA Alphas
- o Quarterly rebalancing with no transaction costs
- o Included: Developed and Emerging countries
- Sector definitions used are Global Industry Classification Standard (GICS<sup>®</sup>)
- The universe of securities for SGA's International Small Cap Equity strategy includes approximately 5,500-6,000 companies in both developed and emerging markets that meet market relative market capitalization and internal liquidity requirements.
- Market cap cutoff was determined through time this way:
  - Small Cap universe are companies between the 7<sup>th</sup> and 40<sup>th</sup> percent as measured by market cap each period
  - The approximate number of companies in International Small Cap Equity universe varies significantly over time and in comparison to the universe used when constructing actual client portfolios

The volatility of the equal-weighted universe may be materially different from that of all quintile returns by SGA Alpha.

### Source: FactSet, SGA

Past performance is not indicative of future results. Returns are presented net of fees calculated using the highest applicable annual management fee of 0.90% applied quarterly.

This is supplemental information to the GIPS® Report.

# Strategic Global Advisors Fundamental Analysis and Process Performance Attribution Charts



These charts represent SGA's tracking of fundamental analysis ratings, which impact the eligibility of stocks that can be considered for purchase in client portfolios. SGA began tracking fundamental analysis ratings as noted on the slide and so can not provide this information back to inception of the firm. The charts do not reflect actual or intended implementation of a portfolio by SGA. They are presented as a simplified demonstration of the historical influence of our fundamental analysis on SGA's investment process and were achieved by means of the retroactive application of an investment process that was designed with the benefit of hindsight. Thus, the performance results noted should not be considered indicative of the skill of the advisor or its investment professionals. The back-tested performance was compiled after the end of the period depicted and does not represent the actual investment decisions of the advisor. In addition, back-tested performance results do not involve financial risk, and no hypothetical trading record can completely account for the impact of financial risks associated with actual investing. There is not necessarily a correlation between the effectiveness of the fundamental review process depicted in these charts and the actual returns of client portfolios. While these charts show all potential new buys that were reviewed, client portfolios hold only a small subsection of these universes. Furthermore, there are many more factors that impact client portfolios such as optimization, which incorporates account and strategy restrictions, risk aversion assumptions, transaction costs, etc. Portfolio manager discretion will also significantly impact portfolios depending on market conditions. Nonetheless, SGA believes this analysis provides important insights into SGA's philosophy, process, and approach.

Past performance is not indicative of future results. Returns are presented net of fees calculated using the current highest applicable annual management fee applied monthly as described in the GIPS<sup>®</sup> Report.

The volatility of the index may be materially different from any portfolio or universe of securities shown.

This is supplemental information to the GIPS® Report. SGA encourages clients and prospects to seek independent sources of analysis in assessing SGA's returns and process. For additional information on the calculation methodology please contact Strategic Global Advisors, LLC at 949.706.2640.

Methodology and Parameters:

- A "Buy Universe" is the "equal weighted portfolio" formed at the end of each month comprised only of new stocks that appear in the daily optimal portfolios for the trailing six months across related strategies. Developed market and emerging markets, as well as, securities restricted for certain client portfolios are included. The Buy Universe is then divided into two groups of "Passed Fundamental" and "Failed Fundamental" universes based on our ratings, each equally weighted. "Returns" for all three universes are calculated for the next month. At the end of that month, the universes are reformed in the same process described above, dropping names that appeared prior to the trailing six months.
- In the graphs, the monthly returns are cumulated while in the tables the cumulative returns are then annualized.
- Returns cover the time period specified in the chart title and start with the later of the product inception date or six months after the earliest month where ratings were tracked.
- Zero transaction costs.

#### Source: FactSet, SGA

There are limitations inherent in universe analysis, particularly the fact that such results do not represent actual trading and that they may not reflect the impact of implementation shortfall, as well as, material economic and market factors that may have an impact on portfolio decision making and market timing in a live client account. SGA did manage portfolios longer than the analysis period, however, returns only depict the time period listed on the chart. The results portrayed reflect the reinvestment of dividends and other earnings.

International equity investing includes the possibility of loss. Universe analysis is inherently a hypothetical model because it does not reflect actual trading and portfolio management decisions. Actual investor performance could be lower than the universe analysis.

# Strategic Global Advisors

Additional Disclosures for Process Performance Attribution Tables



Process Performance Attribution Tables follow the same methodology as used in the Fundamental Analysis Charts. Also included in the table are the corresponding SGA Strategy Composite (gross and net of fees) and the benchmark for the strategy. Statistics shown are:

- Annualized total return over the time period specified.
- Annualized total volatility (standard deviation) over the time period specified.
- Annualized tracking error (annualized standard deviation of monthly returns in excess of the relevant strategy benchmark) over the time period specified.

This is supplemental information to the GIPS<sup>®</sup> Report. SGA encourages clients and prospects to seek independent sources of analysis in assessing SGA's returns and process. For additional information on the calculation methodology please contact Strategic Global Advisors, LLC at 949.706.2640.

# SGA Category Group Research Disclosure

The SGA Category Group Research slide illustrates a backtest that is hypothetical and does not reflect actual returns of SGA portfolios. SGA does not guarantee the accuracy of these estimates or methodology. SGA believes the backtest analysis provides important insights for SGA in thinking about and designing the firm's investment process. SGA applies both quantitative and qualitative approaches to portfolio management, which may vary depending on market conditions and impact the firm's ability to capture the alpha indicated by these backtests.

There are limitations inherent in backtested category research results, particularly the fact that such results do not represent actual trading and that they may not reflect the impact that material economic and market factors might have had on portfolio decision making in a live client account. SGA did not manage any live accounts prior to November 2005.

International investing includes the possibility of loss.

SGA encourages clients and prospects to seek independent sources of analysis in assessing SGA's returns and process. For additional information on the calculation methodology please contact Strategic Global Advisors, LLC at 949.706.2640.

- The securities in the analysis consist of SGA's default universe of companies and recalculated every quarter through time. It includes companies in global developed and emerging market countries that have had a market cap in the top four deciles at any month-end over the trailing 12 months as of the start of each quarter.
- Quarterly rebalancing with no transaction costs
- Included: Developed and Emerging countries
- SGA is equally weighting all companies in the universe in a correlation calculation in order to determine Information Coefficients.

Source: FactSet, SGA

Past performance is not indicative of future results.





# **Custom Attribution** SGA Custom Attribution Disclosure

SGA has developed a holdings-based attribution analysis that decomposes portfolio returns into a set of categories based on SGA's proprietary risk and alpha factors. This type of performance attribution provides a different and more detailed breakdown of the sources of return than the traditional sector or country allocation versus stock selection approach. The attribution analysis provides valuable information by attempting to decompose portfolio performance into distinct categories, so the sources of performance can be identified. This attribution is unique to SGA as it uses our own internally developed software, Risk Model, and Alpha Model.

Holdings-based performance attribution, including SGA's, tends to be a better representation over longer periods such as a year or more and may be subject to errors in estimation. Over the longer time horizons, any short-term noise or temporary effect will tend to wash out and the attribution gives a more reliable analysis of the sources of return.

Prior to September 30, 2019, SGA's custom attribution was calculated by determining the pure returns to SGA's Risk and Alpha Factors by constructing a Factor Mimicking Portfolio ("FMP") for each alpha and risk factor which contemplated long and short positions. An FMP was calculated such that security weights multiplied by exposure were equal to a portfolio exposure of 1 and an exposure of 0 to all other factors. Using the weighted average of individual equity exposures, SGA attributed the monthly return of the FMP and benchmark to the SGA Risk and Alpha Factors. This process was repeated monthly and SGA calculated cumulative annualized results.

As of September 30, 2019, SGA updated the calculation methodology of its custom attribution. The FMPs were adjusted to contemplate only long positions for each alpha factor and each now has an exposure of 1 to the 3-month trailing average of the relevant SGA Alpha Factor. The change was made to ensure the return for the SGA Alpha model is relevant to the SGA strategy, which is longonly. SGA believes that using a 3-month average exposure to a factor also helps align the FMP to the SGA investment process where turnover is constrained.

As of April 30, 2021, SGA included an additional update to the calculation methodology of its custom attribution by: 1) calculating pure returns from the Sector, Region and Currency SGA Risk Model Factors; 2) then constructing longonly SGA Alpha Model FMPs to explain residual returns not explained by step 1; and 3) regressing the nine SGA Risk Model style factors on the residual returns not explained from steps 1 and 2. Prior to April 2021, SGA used a two-step

calculation process by regressing all SGA Risk Model Factors on company returns followed by calculating SGA Alpha Model FMPs to explain the residual returns from step 1. SGA believes that the update enhances the explanation of attribution and returns, particularly that the returns attributed to the SGA Alpha Model are not impacted by the SGA Risk Model style factors for which there is some correlation. For questions on the change in methodology, please contact SGA at (949) 706-2640.

SGA does not guarantee the accuracy of these estimates but believes that the additional analysis will provide important insights for investors. SGA applies both quantitative and qualitative approaches to risk management, which may vary depending on market conditions. The information in this report attributes return over this particular period to various sources and does not represent constraints or targets to risk factors. Results may look materially different over other time periods. The analysis is based on SGA's current alpha and risk factor definitions, which are subject to change over time as SGA adjusts its models. Therefore, past performance will be attributed based on current alphas and risk factors and their formulations. For allocations to historic alphas, please refer to past custom attribution reports. SGA encourages clients and prospects to seek independent sources of risk assessment and provide feedback on their risk preferences.

Time periods are noted on each Custom Attribution slide.

The results portrayed reflect the reinvestment of dividends and other earnings. International equity investing includes the possibility of loss. The volatility of the index may be materially different from that of the portfolio.

If so noted, analysis uses holdings and performance for a representative account invested in the named strategy. As with all representative portfolios, the performance may vary from other portfolios following the same strategy. The accounts are managed in a similar manner, and therefore, we believe these results accurately reflect the performance of the strategies represented.

This is supplemental information to the GIPS® Report, which is available upon request.

In preparing this presentation we have relied upon, and assumed without independent verification, the accuracy and completeness of all information available from public sources.

Source: FactSet, SGA

Past performance is not indicative of future results. Returns are presented gross of fees. 279



# Strategic Global Advisors Systematic Investment Risk

There is potential for shortfall in any investment process due to a variety of factors including, but not limited to, data and system imperfections, analyst judgment, and the complex nature of designing and implementing portfolio construction systems and other quantitative models. Such shortfalls in systematic or quantitative processes in particular pose broader risk because they may be more pervasive in nature.



Furthermore, the Advisor's systems may not necessarily perform in a manner in which they have historically performed or were intended to perform. The Advisor recognizes that such shortfalls are inherent to both fundamental and quantitative processes, and believes that combining both approaches improves the opportunity to reduce these shortfalls. However, these efforts may not necessarily result in the identification of profitable investments or the management of risk.



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# TSW INTERNATIONAL SMALL CAP PORTFOLIO MANAGEMENT PRESENTATION

Presentation to:



Brandon Harrell, CFA Portfolio Manager

Tracey Ivey, CFA Director of Consultant Relations

November 12, 2024

# ONE TEAM, ONE PHILOSOPHY, ONE PROCESS

### FIRM OVERVIEW

**Year Founded** 

1969

Assets\*

\$20.8 assets under management as of 9/30/2024

### **Investment Team**

portfolio managers and research analysts

### **Investment Experience**

years of average industry experience

### Tenure



### ASSETS UNDER MANAGEMENT



### Equity Assets by Strategy\*

| Non-U.S. Large Cap   | 54% | \$11,255 |
|----------------------|-----|----------|
| U.S. Mid Cap Value   | 19% | \$3,962  |
| Non-U.S. Small Cap   | 10% | \$2,118  |
| U.S. SMID Cap Value  | 5%  | \$1,000  |
| U.S. Large Cap Value | 4%  | \$864    |
| Multi-Asset Income   | 4%  | \$781    |
| Fixed Income         | 2%  | \$486    |
| Alternatives         | 1%  | \$164    |
| Emerging Markets     | 1%  | \$143    |
| Total                | 100 | \$20,773 |

### INTERNATIONAL SMALL CAP CLIENTS\*\*

Abbott Laboratories

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- African Leadership Foundation
- Boilermakers National Annuity Trust
- Carpenter's Pension and Trust Fund of St. Louis
- City of Baltimore OPEB Trust
- Directed Account Plan (Community America Credit Union)
- Plannera Pensions & Benefits (Saskatchewan Public Employees' Pension Plan)
- SBA Florida Retirement System Trust Fund
- Transamerica Intl Small Cap Value Equity
- Union Labor Life

### MEET OUR NON-U.S.TEAM



Brandon Harrell, CFA Joined TSW in 1996 Portfolio Manager – Non-U.S Large Cap Co-Portfolio Manager – Non-U.S Small Cap Wake Forest University, BA George Mason University, MBA



Stedman Oakey, CFA Joined TSW in 2005 Co-Portfolio Manager - Non-U.S Small Cap Research Analyst – Non-U.S Large Cap University of Notre Dame, BA



Mark Tyler, CFA Joined TSW in 2003 Research Analyst The College of William & Mary, BS





Daniel Hinchman III, CFA Joined TSW in 2007 Research Analyst University of Virginia, BS



Elliott Jones, CFA Joined TSW in 2012 Portfolio Manager – Emerging Markets Research Analyst – Non-U.S

University of North Carolina at Chapel Hill, BA; Wake Forest University, MA



Aashish Chenna, CFA Joined TSW in 2024 Research Analyst

Indian Institute of Technology, Madras, BS; University of California, Berkeley, MA

| quarter end 20 7 9 3 30 |
|-------------------------|
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# INVESTMENT PHILOSOPHY



We Believe:

- Value is the foundation for great investments.
- Opportunity arises from a variant perception.
- All investments are risky. Understanding the odds is what sets the best investors apart.



# WHAT DRIVES OUR DECISION TO SELL?

### **RISK/REWARD EVALUATION**

FUNDAMENTAL DEVELOPMENTS/INVESTMENT CATALYST

### PORTFOLIO RISK CONSIDERATIONS

- Sector and region constraints ±10% versus MSCI EAFE Small Cap sectors and regions
- Maximum of 5% in any one stock



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# CHARACTERISTICS, REGION & SECTOR WEIGHTS\*

### TSW International Small Cap Representative Account | As of 9/30/2024

| Characteristics                             | TSW<br>International<br>Small Cap | MSCI EAFE<br>Small Cap<br>Index |
|---|-----------------------------------|---------------------------------|
| Price/Cash Flow                             | 8.5x                              | 8.8x                            |
| Price/Earnings (NTM)                        | 12.4x                             | 13.2x                           |
| Dividend Yield                              | 3.3%                              | 2.9%                            |
| 3-5 Year Fwd. EPS Growth                    | 8.7%                              | 12.4%                           |
| Weighted Average Market Cap (\$<br>Billion) | \$4.5                             | \$3.3                           |
| Median Market Cap (\$ Billion)              | \$2.0                             | \$1.4                           |
| Number of Stocks                            | 114                               | 2,104                           |
| Dollar Turnover                             | 12.7%                             | -                               |





Weight (%)

#### Source: FactSet (October 2024).

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\*Characteristics are run on a single account in the International Small Cap composite. Due to rounding, industry weights may not add up to 100.0%. Turnover reflects one-year annualized data. Please see "Important Disclosure Information" and "Index Definitions" at the end of this presentation.

## TRAILING PERFORMANCE\*



International Small Cap Composite - Total Return (Gross)\*

International Small Cap Composite - Total Return (Net)\*

MSCI EAFE Small Cap Index

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\*Periods greater than one year are annualized. Performance represents the International Small Cap composite. Performance is shown gross and net of management fees and includes reinvestment of dividends and other income. Gross returns will be reduced by investment advisory fees and other expenses that are incurred in the management of the account. Net of fee performance was calculated using the actual management fees charged. Past performance is no guarantee of future results. TSW's advisory fees are described in its Form ADV Part 2A. It is not possible to invest directly in an index. Please see "Important Disclosure Information" and "Index Definitions" at the end of this presentation.
#### PERFORMANCE IN DIFFERENT STYLE ENVIRONMENTS



#### TSW performs well in both value and growth led environments.

(475) Source: Factset (March 2024).

Style categorization is based on the largest annual return between the MSCI EAFE Small Cap Growth Index and the MSCI EAFE Small Cap Value Index.

\*Periods greater than one year are annualized. Performance represents the International Small Cap composite. Performance is shown net of management fees and includes reinvestment of dividends and other income. Net of fee performance was calculated using the actual management fees charged. Past performance is no guarantee of future results. TSW's advisory fees are described in its Form ADV Part 2A. It is not possible to invest directly in an index. Please see "Important Disclosure Information" and "Index Definitions" at the end of this presentation.

# TSW INTERNATIONAL SMALL CAP: RISK/RETURN PROFILE

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<sup>1</sup>MSCI EAFE Small Cap-ND; <sup>2</sup>FTSE 3-Month T-Bill; <sup>3</sup>01/2008 - 09/2024 Results displayed in USD using Spot Rate (S

Source: eVestment Alliance ("eA"). eA represents eVestment's universe of comparable institutional managers. Data ran on 10/18/2024 with 83% of the universe updated. Please see "Important Disclosure Information" at the end of this presentation.

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\*Performance represents the International Small Cap composite. Periods greater than one year are annualized. Performance is shown net of management fees and includes reinvestment of dividends and other income. Net of fee performance was calculated using the actual management fees charged. Past performance is no guarantee of future results. Limited time periods are shown on this page. Please refer to Performance Summary page for full required time periods. This publication is not complete without the GIPS® Performance Presentation, Disclosure Information and Performance Summary page. TSW's advisory fees are described in its Form ADV Part 2A. Inception Date: 12/31/2007

#### WHY TSW?



- Vehicles & Fees
- Presenter Biographies
- Index Definitions
- GIPS<sup>®</sup> Disclosure
- Important Disclosure Information

#### TSW INTERNATIONAL SMALL CAP STRATEGY

**Preferred fee for Marquette Clients:** 

85 bps on All Vehicles

| PRODUCT                 | BENCHMARK           | VEHICLE TYPES <sup>1</sup><br>Inception | MANAGEMENT FEE <sup>2</sup>               | MINIMUM<br>INVESTMENT | <b>AUM</b><br>As of 9/30/2024 | PRODUCT<br>CAPACITY <sup>3</sup> |
|-------------------------|---------------------|---|---|-----------------------|-------------------------------|----------------------------------|
|                         |                     | Separate Account 12/31/2007             | First \$100 M…1.00%<br>Over \$100 M…0.90% | Closed                | \$661.4 M                     |                                  |
| Mutual Fund<br>1/4/2013 | See Prospectus      | \$1 M<br>(I Class) \$821.2 M            |   |                       |                               |                                  |
| International Small Cap | MSCI EAFE Small Cap | Delaware Statutory<br>Trust<br>4/1/2012 | First \$50 M1.00%                         | Closed                | \$315.7 M                     | \$2.5 B                          |
|                         |                     | Collective Trust 10/4/2013              | First \$50 M1.00%                         | Closed                | \$320.5 M                     |                                  |

# PRESENTER BIOS



Brandon H. Harrell, CFA

Portfolio Manager – International; Co-Portfolio Manager – International Small Cap | Joined TSW in 1996



#### Tracey H. Ivey, CFA

Director of Consultant Relations | Joined TSW in 2008

Tracey lvey is a Director of Consultant Relations and is responsible for relationship management with institutional consulting firms.

Tracey began her career in the investment industry in 1983. Prior to joining TSW in 2008, she was the Managing Director of Consultant Relations at Morgan Stanley Investment Management and was previously employed by Miller, Anderson & Sherrerd LLP as Head of Consultant Relations. She currently serves on the Board of the University of Richmond. Previously, she served as a Trustee of The Baldwin School, the investment committee of the Visiting Nurses Society of Greater Philadelphia and the Board of the Bucknell Parents Association. Tracey is a graduate of the University of Richmond and earned her MBA from the University of Pennsylvania, The Wharton School. She holds the Chartered Financial Analyst<sup>®</sup> designation, is currently registered with FINRA, and is registered as an Investment Adviser Representative.

# INDEX DEFINITIONS

| MSCI ACWI ex U.S. Index            | The MSCI ACWI ex USA Index captures large and mid cap representation across 22 of 23 Developed Markets (DM) countries (excluding the U.S.) and 24 Emerging Markets (EM) countries. The index covers approximately 85% of the global equity opportunity set outside the U.S.  |
|------------------------------------|--|
| MSCI EAFE Growth Index             | The MSCI EAFE Growth Index captures the large and mid cap securities of the MSCI EAFE Index exhibiting overall growth style characteristics across Developed Markets countries around the world, excluding the U.S. and Canada. Growth characteristics for Index construction include: long-term forward EPS growth, short-term forward EPS growth, current internal growth and long-term historical EPS growth trend and long-term historical sales per share growth trend.             |
| MSCI EAFE Index                    | The MSCI EAFE Index is an equity index which captures large and mid cap representation across 21 Developed Markets countries around the world, excluding the U.S. and Canada. The Index covers approximately 85% of the free float adjusted market capitalization in each country.   |
| MSCI EAFE Small Cap Index          | The MSCI EAFE Small Cap Index is an equity index which captures small cap representation across Developed Markets countries around the world, excluding the U.S. and Canada. The Index covers approximately 14% of the free float adjusted market capitalization in each country.  |
| MSCI EAFE Small Cap Growth Index   | The MSCI EAFE Small Cap Growth Index captures the small cap securities of the MSCI EAFE Small Cap Index exhibiting overall growth style characteristics across Developed Markets countries around the world, excluding the U.S. and Canada. Growth characteristics for Index construction include: long-term forward EPS growth, short-term forward EPS growth, current internal growth and long-term historical EPS growth trend and long-term historical sales per share growth trend. |
| MSCI EAFE Small Cap Value Index    | The MSCI EAFE Small Cap Value Index captures the small cap securities of the MSCI EAFE Small Cap Index exhibiting overall value style characteristics across Developed Markets countries around the world, excluding the U.S. and Canada. Value characteristics for Index construction include: book value to price, 12-month forward earnings to price and dividend yield.  |
| MSCI EAFE Value Index              | The MSCI EAFE Value Index captures large and mid cap securities of the MSCI EAFE Index exhibiting overall value style characteristics across<br>Developed Markets countries around the world, excluding the U.S. and Canada. Value characteristics for Index construction include: book value to<br>price, 12-month forward earnings to price and dividend yield.  |
| MSCI Emerging Markets Index        | The MSCI Emerging Markets Index captures large and mid cap representation across 24 Emerging Markets (EM) countries. The Index covers approximately 85% of the free float-adjusted market capitalization in each country.  |
| MSCI Europe Index                  | The MSCI Europe Index captures large and mid cap representation across 15 Developed Markets (DM) countries in Europe. The Index covers approximately 85% of the free float-adjusted market capitalization across the European Developed Markets equity universe.   |
| MSCI Japan Index                   | The MSCI Japan Index is designed to measure the performance of the large and mid cap segments of the Japan market. The Index covers approximately 85% of the free float-adjusted market capitalization in Japan.   |
| MSCI Pacific ex-Japan Index        | The MSCI Pacific ex -Japan Index captures large and mid cap representation across 4 of 5 Developed Markets (DM) countries in the Pacific region (excluding Japan). With 118 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.   |
| MSCI United Kingdom Index          | The MSCI United Kingdom Index is designed to measure the performance of the large and mid cap segments of the UK market. The Index covers approximately 85% of the free float-adjusted market capitalization in the U.K.   |
| MSCI USA Index                     | The MSCI USA Index is designed to measure the performance of the large and mid cap segments of the U.S. market. The Index covers approximately 85% of the free float-adjusted market capitalization in the U.S.  |
| MSCI World ex USA                  | The MSCI World ex USA Index captures large and mid cap representation across 22 of 23 Developed Markets (DM) countries excluding the United States. The Index covers approximately 85% of the free float-adjusted market capitalization in each country.   |
| MSCI World ex U.S. Small Cap Index | The MSCI World ex USA Small Cap Index captures small cap representation across 22 of 23 Developed Markets (DM) countries (excluding the United States). The Index covers approximately 14% of the free float-adjusted market capitalization in each country.   |

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International Small Cap GIPS<sup>®</sup> Composite Report | 12/31/2013 – 12/31/2023

|        | Compos                    | site Returns            | Benchmo              | ırk Returns            | 3 Yr.              | Ex-Post Std Devi     | ation                  |                                   |                         | Α                 | ssets           |
|--------|---------------------------|-------------------------|----------------------|------------------------|--------------------|----------------------|------------------------|-----------------------------------|-------------------------|-------------------|-----------------|
| Period | Total Gross<br>Return AWR | Total Net Return<br>AWR | Primary<br>Benchmark | Secondary<br>Benchmark | Composite<br>Gross | Primary<br>Benchmark | Secondary<br>Benchmark | Internal Equal<br>Wtd. Dispersion | Number of<br>Portfolios | Composite<br>(MM) | Total Firm (MM) |
| 2014   | -4.58%                    | -5.08%                  | -4.95%               | -5.27%                 | 12.76%             | 13.51%               | 14.52%                 | n.m.                              | 4                       | 971.51            | 11,651.76       |
| 2015   | 8.81%                     | 8.23%                   | 9.59%                | 5.24%                  | 11.38%             | 11.42%               | 11.99%                 | n.m.                              | 5                       | 1,339.90          | 14,082.41       |
| 2016   | -0.16%                    | -0.83%                  | 2.18%                | 5.88%                  | 11.52%             | 12.29%               | 12.44%                 | n.m.                              | 5                       | 1,166.44          | 18,842.10       |
| 2017   | 31.64%                    | 30.82%                  | 33.01%               | 30.28%                 | 10.99%             | 11.76%               | 11.81%                 | n.m.                              | 5                       | 1,548.36          | 23,547.95       |
| 2018   | -15.51%                   | -16.02%                 | -17.89%              | -18.17%                | 11.88%             | 13.04%               | 12.67%                 | n.m.                              | 4                       | 1,116.05          | 18,760.02       |
| 2019   | 27.62%                    | 26.83%                  | 24.96%               | 22.33%                 | 11.58%             | 12.06%               | 11.70%                 | n.m.                              | 4                       | 1,127.58          | 19,849.59       |
| 2020   | 9.94%                     | 9.28%                   | 12.35%               | 2.14%                  | 20.23%             | 20.56%               | 21.39%                 | n.m.                              | 4                       | 1,132.28          | 21,468.38       |
| 2021   | 13.53%                    | 12.87%                  | 10.10%               | 11.60%                 | 19.86%             | 19.47%               | 20.90%                 | n.m.                              | 6                       | 1,460.10          | 23,630.26       |
| 2022   | -16.69%                   | -17.20%                 | -21.39%              | -14.99%                | 23.50%             | 22.86%               | 23.25%                 | 0.24%                             | 6                       | 1,109.37          | 18,624.78       |
| 2023   | 18.87%                    | 18.17%                  | 13.16%               | 15.38%                 | 19.39%             | 18.30%               | 17.40%                 | 0.41%                             | 6                       | 1,231.25          | 18,853.62       |

n.m. = Not Meaningful; (Reported in: USD)

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FIXED INCOME RISK: Fixed Income investments may or may not be subject to different tax charges. Bond investments are extremely sensitive to changes in interest rates and other related economic conditions. In a rising interest rate or inflationary environment, bond prices may fluctuate quickly. In addition to pre-payment and other early principal pay back, interest and re-investment risk are also factors that should be considered.

INTERNATIONAL INVESTING RISK: Investments in global/international markets involve special risks not associated with U.S. markets, including greater economic, political and currency fluctuation risks, which are likely to be even higher in emerging markets. In addition, foreign countries are likely to have different accounting standards than those of the U.S.

PRINCIPAL RISK: Risk is inherent in all investing. Many factors and risks affect performance. The value of your investment, as well as the amount of return you receive on your investment, may fluctuate significantly day to day and over time. You may lose part or all of your investment in your portfolio or your investment may not perform as well as other similar investments. An investment in the strategy is not a bank deposit and is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. You may lose money if you invest in this strategy.

VALUE INVESTING RISK: The prices of securities TSW believes are undervalued may not appreciate as anticipated or may go down. The value approach to investing involves the risk that stocks may remain undervalued, undervaluation may become more severe, or perceived undervaluation may actually represent intrinsic value. Value stocks as a group may be out of favor and underperform the overall equity market for a long period of time, for example, while the market favors "growth" stocks.

For additional information regarding potential risks to your investment please see risk disclosures in our Form ADV Part 2A found here <u>https://www.tswinvest.com</u>.

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# The Sewerage & Water Board of New Orleans

Employees' Retirement System Performance Report

Executive Summary October 31, 2024

| Investment Manager                          | Asset Class             | Status        | Reason |
|---|-------------------------|---------------|--------|
| Fidelity (Pyramis Global Advisors)          | Core Plus Fixed Income  | In Compliance |        |
| BNYM AFL-CIO Large Cap Index                | Large-Cap Core          | In Compliance |        |
| BNYM AFL-CIO Mid Cap Index                  | Mid-Cap Core            | In Compliance |        |
| BNYM AFL-CIO Small Cap Index                | Small-Cap Core          | In Compliance |        |
| Earnest Partners                            | Non-U.S. Large-Cap Core | In Compliance |        |
| BNYM ACWI ex-US Small Cap Index             | Non-U.S. Small-Cap Core | In Compliance |        |
| BNYM Emerging Markets Index                 | Emerging Markets        | In Compliance |        |
| Fidelity Real Estate Index Fund             | U.S. REIT               | In Compliance |        |
| Cohen and Steers Global Infrastructure Fund | Global Infrastructure   | In Compliance |        |
| Cash  | Cash & Equivalents      | In Compliance |        |







| Summary of Cash Flows  |                |                 |                 |
|------------------------|----------------|-----------------|-----------------|
|                        | 1<br>Year (\$) | 3<br>Years (\$) | 5<br>Years (\$) |
|                        |                |                 |                 |
| Beginning Market Value | 207,506,517    | 259,200,886     | 221,110,389     |
| Net Cash Flow          | -6,586,046     | -9,844,403      | -30,338,986     |
| Gain/Loss              | 51,723,259     | 3,287,248       | 61,872,328      |
| Ending Market Value    | 252,643,731    | 252,643,731     | 252,643,731     |

Marquette Associates

Portfolio Allocation

Month Ending October 31, 2024

|   | Asset Class             | Net Cash<br>Flow (\$) | Market Value (\$) | % of<br>Portfolio | Policy (%) |
|---|-------------------------|-----------------------|-------------------|-------------------|------------|
| Total Fund Composite                        |                         | -                     | 252,643,731       | 100.0             | 100.0      |
| Fixed Income Composite                      |                         | -                     | 59,270,317        | 23.5              | 25.0       |
| Fidelity (Pyramis Global Advisors)          | Core Plus Fixed Income  | -                     | 59,270,317        | 23.5              | 25.0       |
| Equity Composite                            |                         | -                     | 164,498,932       | 65.1              | 55.0       |
| BNYM AFL-CIO Large Cap Index                | Large-Cap Core          | -                     | 77,741,351        | 30.8              | 25.0       |
| BNYM AFL-CIO Mid Cap Index                  | Mid-Cap Core            | -                     | 10,999,684        | 4.4               | 4.0        |
| BNYM AFL-CIO Small Cap Index                | Small-Cap Core          | -                     | 13,019,932        | 5.2               | 5.0        |
| Earnest Partners                            | Non-U.S. Large-Cap Core | -                     | 46,995,977        | 18.6              | 15.0       |
| BNYM ACWI ex-US Small Cap Index             | Non-U.S. Small-Cap Core | -                     | 7,857,787         | 3.1               | 3.0        |
| BNYM Emerging Markets Index                 | Emerging Markets        | -                     | 7,884,201         | 3.1               | 3.0        |
| Real Estate Composite                       |                         | -                     | 8,515,140         | 3.4               | 3.0        |
| Fidelity Real Estate Index Fund             | U.S. REIT               | -                     | 8,515,140         | 3.4               | 3.0        |
| Global Infrastructure Composite             |                         | -                     | 17,924,970        | 7.1               | 7.0        |
| Cohen and Steers Global Infrastructure Fund | Global Infrastructure   | -                     | 17,924,970        | 7.1               | 7.0        |
| Cash Composite                              |                         | -                     | 2,434,372         | 1.0               | 0.0        |
| Cash  | Cash & Equivalents      | -                     | 2,434,372         | 1.0               | 0.0        |





| Summary | of | Cash | Flows |
|---------|----|------|-------|
|---------|----|------|-------|

|                        | 1<br>Year (\$) | 3<br>Years (\$) | 5<br>Years (\$) |
|------------------------|----------------|-----------------|-----------------|
| Beginning Market Value | 207,506,517    | 259,200,886     | 221,110,389     |
| Net Cash Flow          | -6,586,046     | -9,844,403      | -30,338,986     |
| Net Investment Change  | 51,723,259     | 3,287,248       | 61,872,328      |
| Ending Market Value    | 252,643,731    | 252,643,731     | 252,643,731     |

Annualized Performance (Net of Fees)

|   | 1 Mo<br>(%) | 3 Mo<br>(%) | YTD<br>(%) | 1 Yr<br>(%) | 3 Yrs<br>(%) | 5 Yrs<br>(%) | 7 Yrs<br>(%) | 10 Yrs<br>(%) | SI<br>(%) | Inception<br>Date |
|---|-------------|-------------|------------|-------------|--------------|--------------|--------------|---------------|-----------|-------------------|
| Total Fund Composite                              | -2.4        | 1.6         | 10.7       | 25.0        | 3.3          | 7.1          | 6.9          | 6.2           | 6.7       | Aug 02            |
| Strategic Asset Allocation                        | -2.0        | 1.6         | 9.8        | 22.2        | 2.6          | 6.4          | 6.4          | 5.8           | 6.3       |                   |
| Fixed Income Composite                            | -2.2        | 0.5         | 3.0        | 11.7        | -1.5         | 1.0          | -            | -             | 2.2       | Feb 18            |
| Fixed Income Balanced Index                       | -2.5        | 0.2         | 1.9        | 10.5        | -2.2         | -            | -            | -             | -         |                   |
| Equity Composite                                  | -2.4        | 1.6         | 13.3       | 30.1        | 5.5          | 11.9         | 11.9         | 10.7          | 8.9       | Jul 06            |
| Equity Balanced Index                             | -2.4        | 2.0         | 14.6       | 32.3        | 5.7          | 11.2         | 10.0         | -             | -         |                   |
| Real Estate Composite                             | -3.4        | 5.0         | 9.7        | 34.4        | -0.6         | 4.1          | 6.3          | 6.1           | 8.4       | May 10            |
| MSCI U.S. REIT Index (Net)                        | -2.9        | 5.8         | 11.5       | 34.8        | 0.2          | 3.3          | 5.4          | 5.1           | 7.4       |                   |
| Global Infrastructure Composite                   | -2.4        | 5.0         | 16.4       | 30.6        | -            | -            | -            | -             | 7.8       | Dec 22            |
| FTSE Global Core Infrastructure 50/50 Index (Net) | -2.7        | 3.9         | 13.0       | 27.5        | 4.5          | 4.5          | 5.6          | 5.7           | 6.6       |                   |

Calendar Performance (Net of Fees)

|   | YTD<br>(%) | 2023<br>(%) | 2022<br>(%) | 2021<br>(%) | 2020<br>(%) | 2019<br>(%) | 2018<br>(%) | 2017<br>(%) | 2016<br>(%) |
|---|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Total Fund Composite                              | 10.7       | 15.7        | -15.3       | 14.0        | 10.5        | 18.8        | -3.6        | 11.6        | 6.4         |
| Strategic Asset Allocation                        | 9.8        | 14.9        | -15.4       | 11.6        | 11.0        | 18.9        | -3.8        | 12.8        | 6.4         |
| Fixed Income Composite                            | 3.0        | 6.5         | -12.9       | 0.0         | 9.5         | 10.0        | -           | -           | -           |
| Fixed Income Balanced Index                       | 1.9        | 5.5         | -13.0       | -1.5        | -           | -           | -           | -           | -           |
| Equity Composite                                  | 13.3       | 22.7        | -17.1       | 20.8        | 21.1        | 24.3        | 1.2         | 19.0        | 11.0        |
| Equity Balanced Index                             | 14.6       | 21.1        | -16.2       | 20.1        | 15.2        | 27.0        | -8.3        | 17.3        | -           |
| Real Estate Composite                             | 9.7        | 11.9        | -25.4       | 40.4        | -4.4        | 29.2        | -5.8        | 4.7         | 8.4         |
| MSCI U.S. REIT Index (Net)                        | 11.5       | 12.3        | -25.4       | 41.7        | -8.7        | 24.3        | -5.8        | 3.7         | 7.1         |
| Global Infrastructure Composite                   | 16.4       | 2.4         | -           | -           | -           | -           | -           | -           | -           |
| FTSE Global Core Infrastructure 50/50 Index (Net) | 13.0       | 2.2         | -4.9        | 14.9        | -4.1        | 25.1        | -4.0        | 18.4        | 10.9        |

Annualized Performance (Net of Fees)

|                                      | 1 Mo<br>(%) | 3 Mo<br>(%) | YTD<br>(%) | 1 Yr<br>(%) | 3 Yrs<br>(%) | 5 Yrs<br>(%) | 7 Yrs<br>(%) | 10 Yrs<br>(%) | SI<br>(%) | Inception<br>Date |
|--------------------------------------|-------------|-------------|------------|-------------|--------------|--------------|--------------|---------------|-----------|-------------------|
| Total Fund Composite                 | -2.4        | 1.6         | 10.7       | 25.0        | 3.3          | 7.1          | 6.9          | 6.2           | 6.7       | Aug 02            |
| Strategic Asset Allocation           | -2.0        | 1.6         | 9.8        | 22.2        | 2.6          | 6.4          | 6.4          | 5.8           | 6.3       |                   |
| Fixed Income Composite               | -2.2        | 0.5         | 3.0        | 11.7        | -1.5         | 1.0          | -            | -             | 2.2       | Feb 18            |
| Fixed Income Balanced Index          | -2.5        | 0.2         | 1.9        | 10.5        | -2.2         | -            | -            | -             | -         |                   |
| Fidelity (Pyramis Global Advisors)   | -2.2        | 0.5         | 3.0        | 11.7        | -1.5         | 1.0          | 2.1          | 2.5           | 4.0       | May 07            |
| Blmbg. U.S. Aggregate Index          | -2.5        | 0.2         | 1.9        | 10.5        | -2.2         | -0.2         | 1.1          | 1.5           | 3.0       |                   |
| Equity Composite                     | -2.4        | 1.6         | 13.3       | 30.1        | 5.5          | 11.9         | 11.9         | 10.7          | 8.9       | Jul 06            |
| Equity Balanced Index                | -2.4        | 2.0         | 14.6       | 32.3        | 5.7          | 11.2         | 10.0         | -             | -         |                   |
| BNYM AFL-CIO Large Cap Index         | -0.7        | 3.8         | 20.3       | 38.1        | -            | -            | -            | -             | 25.6      | Mar 23            |
| Russell 1000 Index                   | -0.7        | 3.8         | 20.3       | 38.1        | 8.1          | 15.0         | 13.7         | 12.8          | 25.6      |                   |
| BNYM AFL-CIO Mid Cap Index           | -0.7        | 0.3         | 12.7       | 32.9        | -            | -            | -            | -             | 12.9      | Mar 23            |
| S&P MidCap 400 Index                 | -0.7        | 0.4         | 12.7       | 33.0        | 5.2          | 11.4         | 9.5          | 9.9           | 12.9      |                   |
| BNYM AFL-CIO Small Cap Index         | -1.5        | -2.2        | 9.5        | 34.1        | -            | -            | -            | -             | 10.7      | Mar 23            |
| Russell 2000 Index                   | -1.4        | -2.2        | 9.6        | 34.1        | 0.0          | 8.5          | 7.0          | 7.9           | 10.9      |                   |
| Earnest Partners                     | -4.9        | -0.6        | 5.6        | 19.0        | 2.7          | 7.7          | 5.3          | 5.9           | 6.9       | Jul 10            |
| MSCI AC World ex USA (Net)           | -4.9        | 0.4         | 8.6        | 24.3        | 1.6          | 5.8          | 4.4          | 4.8           | 6.0       |                   |
| BNYM ACWI ex-US Small Cap Index      | -5.2        | -0.6        | 5.9        | 23.4        | -            | -            | -            | -             | 10.5      | Sep 23            |
| MSCI AC World ex USA Small Cap (Net) | -5.2        | -0.6        | 6.1        | 23.7        | -0.9         | 6.2          | 4.1          | 5.8           | 10.6      |                   |
| BNYM Emerging Markets Index          | -4.1        | 3.6         | 11.2       | 24.5        | -            | -            | -            | -             | 14.0      | Sep 23            |
| MSCI Emerging Markets (Net)          | -4.4        | 3.6         | 11.7       | 25.3        | -1.4         | 3.9          | 2.5          | 3.4           | 14.7      |                   |

Annualized Performance (Net of Fees)

|   | 1 Mo<br>(%) | 3 Mo<br>(%) | YTD<br>(%) | 1 Yr<br>(%) | 3 Yrs<br>(%) | 5 Yrs<br>(%) | 7 Yrs<br>(%) | 10 Yrs<br>(%) | SI<br>(%) | Inception<br>Date |
|---|-------------|-------------|------------|-------------|--------------|--------------|--------------|---------------|-----------|-------------------|
| Real Estate Composite                             | -3.4        | 5.0         | 9.7        | 34.4        | -0.6         | 4.1          | 6.3          | 6.1           | 8.4       | May 10            |
| MSCI U.S. REIT Index (Net)                        | -2.9        | 5.8         | 11.5       | 34.8        | 0.2          | 3.3          | 5.4          | 5.1           | 7.4       |                   |
| Fidelity Real Estate Index Fund                   | -3.4        | 5.0         | 9.7        | 34.4        | -            | -            | -            | -             | 8.3       | Dec 22            |
| MSCI U.S. REIT Index (Net)                        | -2.9        | 5.8         | 11.5       | 34.8        | 0.2          | 3.3          | 5.4          | 5.1           | 9.2       |                   |
| Global Infrastructure Composite                   | -2.4        | 5.0         | 16.4       | 30.6        | -            | -            | -            | -             | 7.8       | Dec 22            |
| FTSE Global Core Infrastructure 50/50 Index (Net) | -2.7        | 3.9         | 13.0       | 27.5        | 4.5          | 4.5          | 5.6          | 5.7           | 6.6       |                   |
| Cohen and Steers Global Infrastructure Fund       | -2.4        | 5.0         | 16.4       | 30.6        | -            | -            | -            | -             | 7.8       | Dec 22            |
| FTSE Global Core Infrastructure 50/50 Index (Net) | -2.7        | 3.9         | 13.0       | 27.5        | 4.5          | 4.5          | 5.6          | 5.7           | 6.6       |                   |



Calendar Performance (Net of Fees)

|                                      |            |             |             |             |             | ,           |             |             |             |  |
|--------------------------------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
|                                      | YTD<br>(%) | 2023<br>(%) | 2022<br>(%) | 2021<br>(%) | 2020<br>(%) | 2019<br>(%) | 2018<br>(%) | 2017<br>(%) | 2016<br>(%) |  |
| Total Fund Composite                 | 10.7       | 15.7        | -15.3       | 14.0        | 10.5        | 18.8        | -3.6        | 11.6        | 6.4         |  |
| Strategic Asset Allocation           | 9.8        | 14.9        | -15.4       | 11.6        | 11.0        | 18.9        | -3.8        | 12.8        | 6.4         |  |
| Fixed Income Composite               | 3.0        | 6.5         | -12.9       | 0.0         | 9.5         | 10.0        | -           | -           | -           |  |
| Fixed Income Balanced Index          | 1.9        | 5.5         | -13.0       | -1.5        | -           | -           | -           | -           | -           |  |
| Fidelity (Pyramis Global Advisors)   | 3.0        | 6.5         | -12.9       | 0.0         | 9.7         | 10.2        | -0.3        | 4.7         | 5.6         |  |
| Blmbg. U.S. Aggregate Index          | 1.9        | 5.5         | -13.0       | -1.5        | 7.5         | 8.7         | 0.0         | 3.5         | 2.6         |  |
| Equity Composite                     | 13.3       | 22.7        | -17.1       | 20.8        | 21.1        | 24.3        | 1.2         | 19.0        | 11.0        |  |
| Equity Balanced Index                | 14.6       | 21.1        | -16.2       | 20.1        | 15.2        | 27.0        | -8.3        | 17.3        | -           |  |
| BNYM AFL-CIO Large Cap Index         | 20.3       | -           | -           | -           | -           | -           | -           | -           | -           |  |
| Russell 1000 Index                   | 20.3       | 26.5        | -19.1       | 26.5        | 21.0        | 31.4        | -4.8        | 21.7        | 12.1        |  |
| BNYM AFL-CIO Mid Cap Index           | 12.7       | -           | -           | -           | -           | -           | -           | -           | -           |  |
| S&P MidCap 400 Index                 | 12.7       | 16.4        | -13.1       | 24.8        | 13.7        | 26.2        | -11.1       | 16.2        | 20.7        |  |
| BNYM AFL-CIO Small Cap Index         | 9.5        | -           | -           | -           | -           | -           | -           | -           | -           |  |
| Russell 2000 Index                   | 9.6        | 16.9        | -20.4       | 14.8        | 20.0        | 25.5        | -11.0       | 14.6        | 21.3        |  |
| Earnest Partners                     | 5.6        | 17.8        | -13.2       | 12.0        | 12.9        | 22.2        | -16.4       | 30.5        | 4.6         |  |
| MSCI AC World ex USA (Net)           | 8.6        | 15.6        | -16.0       | 7.8         | 10.7        | 21.5        | -14.2       | 27.2        | 4.5         |  |
| BNYM ACWI ex-US Small Cap Index      | 5.9        | -           | -           | -           | -           | -           | -           | -           | -           |  |
| MSCI AC World ex USA Small Cap (Net) | 6.1        | 15.7        | -20.0       | 12.9        | 14.2        | 22.4        | -18.2       | 31.6        | 3.9         |  |
| BNYM Emerging Markets Index          | 11.2       | -           | -           | -           | -           | -           | -           | -           | -           |  |
| MSCI Emerging Markets (Net)          | 11.7       | 9.8         | -20.1       | -2.5        | 18.3        | 18.4        | -14.6       | 37.3        | 11.2        |  |

Calendar Performance (Net of Fees)

|   |            |             |             |             |             |             |             |             | ,           |
|---|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|   | YTD<br>(%) | 2023<br>(%) | 2022<br>(%) | 2021<br>(%) | 2020<br>(%) | 2019<br>(%) | 2018<br>(%) | 2017<br>(%) | 2016<br>(%) |
| Real Estate Composite                             | 9.7        | 11.9        | -25.4       | 40.4        | -4.4        | 29.2        | -5.8        | 4.7         | 8.4         |
| MSCI U.S. REIT Index (Net)                        | 11.5       | 12.3        | -25.4       | 41.7        | -8.7        | 24.3        | -5.8        | 3.7         | 7.1         |
| Fidelity Real Estate Index Fund                   | 9.7        | 11.9        | -           | -           | -           | -           | -           | -           | -           |
| MSCI U.S. REIT Index (Net)                        | 11.5       | 12.3        | -25.4       | 41.7        | -8.7        | 24.3        | -5.8        | 3.7         | 7.1         |
| Global Infrastructure Composite                   | 16.4       | 2.4         | -           | -           | -           | -           | -           | -           | -           |
| FTSE Global Core Infrastructure 50/50 Index (Net) | 13.0       | 2.2         | -4.9        | 14.9        | -4.1        | 25.1        | -4.0        | 18.4        | 10.9        |
| Cohen and Steers Global Infrastructure Fund       | 16.4       | 2.4         | -           | -           | -           | -           | -           | -           | -           |
| FTSE Global Core Infrastructure 50/50 Index (Net) | 13.0       | 2.2         | -4.9        | 14.9        | -4.1        | 25.1        | -4.0        | 18.4        | 10.9        |



| The Sewerage & Water Board of New Orleans | Benchmark Composition  |
|---|------------------------|
|   | As of October 31, 2024 |
| Strategic Asset Allocation                | Weight (%)             |
| Mar-2023                                  |                        |
| Russell 3000 Index                        | 34.00                  |
| Blmbg. U.S. Aggregate Index               | 25.00                  |
| MSCI AC World ex USA (Net)                | 21.00                  |
| MSCI U.S. REIT Index (Net)                | 3.00                   |
| CPI +4.0%                                 | 7.00                   |
| Burgiss Global All Private Equity         | 10.00                  |
| Jan-2021                                  |                        |
| Russell 3000 Index                        | 27.00                  |
| Blmbg. U.S. Aggregate Index               | 35.00                  |
| HFRI Fund of Funds Composite Index        | 8.00                   |
| MSCI AC World ex USA (Net)                | 20.00                  |
| MSCI U.S. REIT Index (Net)                | 9.00                   |
| ICE BofA 3 Month U.S. T-Bill              | 1.00                   |
| Jul-2002                                  |                        |
| Strategic Asset Allocation                | 100.00                 |



Fee Schedule

|   | Fee Schedule | Estimated<br>Annual Fee<br>\$ | Estimated<br>Annual Fee<br>(%) | Median<br>Expense Ratio<br>(%) |
|---|--------------|-------------------------------|--------------------------------|--------------------------------|
| Total Fund Composite                        | 0.29         | 730,889                       | 0.29                           | -                              |
| Fidelity (Pyramis Global Advisors)          | 0.25         | 145,395                       | 0.25                           | -                              |
| BNYM AFL-CIO Large Cap Index                | 0.01         | 7,774                         | 0.01                           | -                              |
| BNYM AFL-CIO Mid Cap Index                  | 0.01         | 1,100                         | 0.01                           | -                              |
| BNYM AFL-CIO Small Cap Index                | 0.01         | 1,302                         | 0.01                           | -                              |
| Earnest Partners                            | 0.85         | 399,466                       | 0.85                           | -                              |
| BNYM ACWI ex-US Small Cap Index             | 0.12         | 9,429                         | 0.12                           | -                              |
| BNYM Emerging Markets Index                 | 0.08         | 6,307                         | 0.08                           | -                              |
| Fidelity Real Estate Index Fund             | 0.07         | 5,961                         | 0.07                           | 1.00                           |
| Cohen and Steers Global Infrastructure Fund | 0.86         | 154,155                       | 0.86                           | 1.01                           |
| Cash  | -            | -                             | -                              | -                              |

#### Investment Manager Evaluation Terminology

The following terminology has been developed by Marquette Associates to facilitate efficient communication among the Investment Manager, Investment Consultant, and the Plan Sponsor. Each term signifies a particular status with the Fund and any conditions that may require improvement. In each case, communication is made only after consultation with the Trustees and/or the Investment Committee of the Plan.

**In Compliance** – Marquette has not been notified of any issues or changes to the investment manager that would materially impede upon its ability to execute the investment strategy or adhere to any applicable investment guidelines.

Alert – The investment manager has experienced a problem in performance (usually relative to a benchmark), a change in investment characteristics, an alteration in management style, ownership, or key investment professionals, and/or any other irregularities that may impede upon its ability to execute the investment strategy or adhere to any applicable investment guidelines.

**On Notice** – The investment manager has experienced continued concern with one or more Alert issues. Failure to improve upon stated issues within a certain time frame may justify termination.

Termination – The investment manager has been terminated and transition plans are in place.



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