



Small/Mid Cap Managed Account

Management Team

Joseph R. Gatz, CFA
Jeffrey Schwartz, CFA

Objective

Seeks to generate consistent, long-term investment performance in excess to the Russell 2500™ Index

Facts

Strategy inception	4/1/98
Composite inception	4/1/98
Strategy assets	\$1,124.3M
Composite assets	\$62.2M

Benchmark

Russell 2500™ Index

Highlights

- The investment universe includes all stocks generally within the market cap range of the benchmark at initial purchase
- We believe that known and recurring inefficiencies are available in the small cap market causing stock prices to deviate from their intrinsic value
- These inefficiencies can be categorized into three areas: misunderstood franchises, underfollowed and special situations
- A repeatable investment process can uncover higher quality businesses that are trading at a discount to intrinsic value utilizing rigorous fundamental research
- Disciplined bottom-up portfolio construction within a risk aware framework
- Sector guidelines: typical range is +/- 50% for benchmark sectors over 10%
- Individual security exposure: typical position range is 0.5% to 2.5% with a maximum weight of 3%
- 65 to 90 stocks typically; turnover: 20% to 40% annually

Small/Mid Cap Managed Account Composite Performance (%)

	CUMULATIVE RETURN		AVERAGE ANNUALIZED RETURN				
	3 MO	YTD	1 YEAR	3 YEAR	5 YEAR	10 YEAR	SINCE INCEPTION
PURE GROSS*	9.71	-18.00	-18.00	6.36	7.26	10.29	10.14
NET WRAP FEE	8.92	-20.44	-20.44	3.27	4.14	7.09	6.94
BENCHMARK	7.43	-18.37	-18.37	5.00	5.89	10.03	8.12

Small/Mid Cap Managed Account Composite Period Performance (%)

	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013
PURE GROSS*	-18.00	29.52	13.30	32.67	-11.08	18.09	12.44	-3.39	7.65	35.84
NET WRAP FEE	-20.44	25.82	10.01	28.88	-13.70	14.68	9.18	-6.22	4.53	31.97
BENCHMARK	-18.37	18.18	19.99	27.77	-10.00	16.81	17.59	-2.90	7.07	36.80

Composite inception: 4/1/1998

*Pure gross returns are presented as supplemental information.

The Small/Mid Cap Managed Account Composite's returns were calculated on a total return basis, and assume the reinvestment of dividends, capital gains and other earnings. For periods after September 1, 2021, 100% of the accounts are Managed/Bundled fee accounts which do not reflect the deduction of any trading costs, fees, commissions or expenses. Prior to September 1, 2021, 0.00% of the accounts are Managed/Bundled fee accounts which reflect the deduction of transaction costs because performance is from the Small/Mid Cap Institutional Composite. Net of total wrap fee results reflect the deduction of an annual fee of 3.00%, the highest applicable fee for a managed account. This managed account fee includes all charges for trading costs, portfolio management, custody and other administrative fees.

There is no guarantee that the investment objective will be realized or that the strategy will generate positive or excess return. Actual accounts have the potential for loss as well as profit.

Loomis, Sayles & Company, L.P. ("Loomis Sayles") is an independent advisory firm registered under the Investment Advisors Act of 1940. For additional information on this and other Loomis Sayles strategies, please visit our website at www.loomissayles.com.



PORTFOLIO CHARACTERISTICS			TOP 10 HOLDINGS (%)		SECTOR DISTRIBUTION (%)		
	Rep. Account	Index		Rep. Account		Rep. Account	Index
Price/earnings (trailing 12 mths)	12.67x	12.37x	AECOM	2.2	Industrials	20.9	18.0
Est. P/E (forward 12 mths)	12.63x	12.36x	Herc Holdings, Inc.	2.2	Information Technology	14.7	13.7
5 Year Historical EPS Growth	12.96%	13.95%	Liberty Media Corp. Liberty SiriusXM	2.1	Health Care	12.1	12.9
3-5 yr EPS Growth	15.72%	13.95%	TD SYNnex Corporation	2.1	Consumer Discretionary	11.6	11.3
ROE (1-yr equal wtd)	17.42%	18.17%	Sun Communities, Inc.	2.0	Financials	8.0	16.1
Free cash flow yield	5.16%	4.11%	Ingersoll Rand, Inc.	1.9	Energy	7.8	5.3
Wtd avg market cap	\$9.03B	\$6.01B	Kadant Inc.	1.9	Materials	6.5	5.8
Median market cap	\$5.80B	\$1.38B	ChampionX Corporation	1.9	Communication Services	6.3	2.5
Median Active Share (since inception)	93.26%	-	Churchill Downs Incorporated	1.9	Real Estate	4.0	8.0
			Ferguson Plc	1.8	Consumer Staples	2.7	3.4
			Total	20.0	Utilities	1.9	3.1
					Cash	3.6	-

MARKET CAPITALIZATION (%)		
	Rep. Account	Index
> \$5 Billion	64.4	52.1
\$2 to \$5 Billion	27.0	30.6
\$0.5 to \$2 Billion	4.3	14.9
< \$0.5 Billion	0.7	2.4
Cash	3.6	-

Loomis, Sayles & Co., L.P. (“Loomis Sayles”) acts as a discretionary investment manager or non-discretionary model provider in a variety of separately managed account or wrap fee programs (each, an “SMA Program”) sponsored by a third party investment adviser, broker-dealer or other financial services firm (a “Sponsor”). When acting as a discretionary investment manager, Loomis Sayles is responsible for implementing trades in SMA Program accounts. When acting as a non-discretionary model provider, Loomis Sayles’ responsibility is limited to providing non-discretionary investment recommendations (in the form of a model portfolio) to the SMA Program Sponsor or overlay manager, and the Sponsor or overlay manager may utilize such recommendations in connection with its management of its clients’ SMA Program accounts. In such “model-based” SMA Programs (“Model-Based Programs”), it is the Sponsor or overlay manager, and not Loomis Sayles, which serves as the investment manager to, and has trade implementation responsibility for, the Model-Based Program accounts, and may customize each client account according to the reasonable restrictions or customization that a client may request.

Key Risks: Equity Risk, Market Risk, Non-US Securities Risk, Liquidity Risk. Investing involves risk including possible loss of principal.

There is no guarantee that the investment objective will be realized or that the strategy will generate positive or excess return.

Characteristics are shown for a representative account. Due to systems limitations, it is difficult to analyze characteristics on a composite basis. The representative account was selected because it closely reflects the Loomis Sayles Small/Mid Cap Managed Account investment strategy. Due to guideline restrictions and other factors, there is some dispersion between the returns of this account and other accounts in the Loomis Sayles Small/Mid Cap Managed Account Composite.

Due to rounding, **Market Capitalization** and **Sector Distribution** totals may not equal 100%. This portfolio is actively managed and characteristics are subject to change. **Top 10 Holdings** may combine more than one security from the same issuer and related depository receipts. Portfolio weight calculations include accrued interest. Holdings are based on total gross assets before any fees are paid; any cash held is included. Reference to specific securities or holdings should not be considered recommendations for action by investors. There is no guarantee the account continues to invest in the securities referenced. **Cash** may include unsettled trades, fees and/or derivatives. Median Active Share (since inception) indicates the proportion of the portfolio’s holdings (by market value) that is different than the benchmark. A higher active share indicates a larger difference between the benchmark and the portfolio.

This document may contain references to third party copyrights, indices, and trademarks, each of which is the property of its respective owner. Such owner is not affiliated with Loomis Sayles & Co., L.P. or any of its related or affiliated companies (collectively “Loomis Sayles”) and does not sponsor, endorse or participate in the provision of any Loomis Sayles services, funds or other financial products.

The Small/Mid Cap Managed Account Composite includes all discretionary Managed Accounts with market values greater than \$100 thousand managed by Loomis Sayles that seek to identify attractively-valued, small and mid-sized companies with the potential for above average capital appreciation. The strategy objective is to generate consistent, long-term investment performance over a full market cycle superior to the Russell 2500 Index, and generally within the market capitalization range of the Index. As of September 1, 2021, the Composite was redefined to include only Managed Accounts. Prior to the redefinition, the Composite included separate and commingled accounts. Performance results prior to September 1, 2021 are those of the Small/Mid Cap Composite. The Composite inception date is April 1, 1998. The Managed Account Composite was created in 2021. For additional information on this and other Loomis Sayles strategies, please visit our web site at www.loomisayles.com.

MALR028039-0324