



Small/Mid Cap Managed Account

Management Team

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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	\$1,135.0M
Composite assets	\$86.5M

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

Benchmark

Russell 2500™ Index

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*	-3.17	9.37	19.84	5.87	11.43	9.21	10.68
NET WRAP FEE	-3.89	7.79	16.39	2.79	8.20	6.04	7.47
BENCHMARK	-4.27	2.35	10.47	-0.29	8.31	7.99	8.40

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

	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
PURE GROSS*	20.17	-18.00	29.52	13.30	32.67	-11.08	18.09	12.44	-3.39	7.65
NET WRAP FEE	16.71	-20.44	25.82	10.01	28.88	-13.70	14.68	9.18	-6.22	4.53
BENCHMARK	17.42	-18.37	18.18	19.99	27.77	-10.00	16.81	17.59	-2.90	7.07

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.

Past performance is no guarantee of future results.

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PORTFOLIO CHARACTERISTICS			TOP 10 HOLDINGS (%)		SECTOR DISTRIBUTION (%)		
	Rep. Account	Index		Rep. Account		Rep. Account	Index
Price/earnings (trailing 12 mths)*	13.95x	16.11x	Vistra Corp.	2.7	Industrials	28.6	20.3
Est. P/E (forward 12 mths)	14.24x	16.10x	Tenet Healthcare Corporation	2.4	Healthcare	15.9	11.5
5 Year Historical EPS Growth	21.50%	18.03%	SYNNEX Corp	1.9	Financials	11.7	16.2
3-5 yr EPS Growth	12.56%	13.99%	Weatherford International PLC	1.9	Consumer Discretionary	9.6	12.7
ROE (1-yr equal wtd)	21.93%	15.72%	Icon Plc	1.9	Information Technology	8.3	13.5
Free cash flow yield	6.80%	4.08%	GFL Environmental Inc.	1.8	Energy	7.7	5.3
Wtd avg market cap	\$10.31B	\$8.17B	ITT Inc	1.8	Communication Services	4.3	2.4
Median market cap	\$6.52B	\$1.48B	Leidos Holdings Inc	1.7	Materials	3.5	5.4
Median Active Share (since inception)	93.26%	-	API Group Corp	1.7	Real Estate	2.0	6.5
			Churchill Downs Inc	1.7	Consumer Staples	2.4	3.3
			Total	19.6	Utilities	3.6	2.9
					Cash	2.4	-

MARKET CAPITALIZATION (%)		
	Rep. Account	Index
> \$5 Billion	72.9	62.5
\$2 to \$5 Billion	21.6	24.3
\$0.5 to \$2 Billion	3.1	11.1
< \$0.5 Billion	-	2.1
Cash	2.4	-

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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.

*The characteristics shown above are provided by our third party vendor Factset and exclude negative values in the calculation (i.e. companies with negative trailing 12 month earnings are not included in the P/E statistic). This methodology can distort the relative comparison for each characteristic as the index has historically contained a higher percentage of nonearning companies versus the strategy.

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 depositary 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.

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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.loomissayles.com.

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