

# Small/Mid Cap Value Equity

## Objective

We seek to outperform the long-term total returns of the Russell 2500 Value Index and to preserve capital.

## Philosophy

As value investors, we seek to buy businesses for less than they are worth. However, often stocks with low multiples are not attractively valued but efficiently priced. Rather than focus on traditional value factors, our process relies on multiple valuation methodologies to determine intrinsic value while also applying a margin of safety and downside protection. Each business is different, with different cycles, capital needs, and reinvestment opportunities. We believe using the same valuation framework for every situation may produce underperforming results. In our view, value creation can best be assessed by evaluating owner earnings or cash flow. We also believe that growth and value are not mutually exclusive, which may result in the strategy reflecting a greater or lower traditional value orientation at times.

## Fundamental Analysis

We apply rigorous bottom-up analysis, utilizing financial documents, other pertinent company information, in-person interviews, and additional data sources, as the first step in determining the nature of the business and the company's potential for long-term value creation. We attempt to understand management's philosophy toward growing the business, addressing risk, allocating capital, and creating shareholder value. Our process subjects potential holdings to thorough fundamental analysis and calculates intrinsic value using a variety of metrics, including free cash flow, net asset value, or potential return on capital. Reviews are conducted by at least two analysts, with the second analyst providing an opposing view to counter any possible "motivated reasoning" or other behavioral biases. Prospective holdings are vetted by the team with the final determination made by the lead portfolio managers.

## Portfolio Structure

Portfolios are constructed on a bottom-up basis with sector weights incidental but consistent with our 35% policy maximum. Individual holdings are limited to a maximum of 6% at cost. Weights are determined based on quantitative and qualitative risk/reward characteristics.

## Sell Discipline

We employ a disciplined approach to sell decisions, generally selling a stock when:

- The stock appreciates to our target price without commensurate gain in intrinsic value.
- Long-term fundamentals deteriorate, negatively impacting intrinsic value.
- The existing holding is replaced with a more attractive reward/risk opportunity.
- The market capitalization drifts.

## Our Competitive Advantage

The strategy seeks small- and mid-cap equity opportunities in sound businesses that are priced significantly below our estimation of intrinsic value. We believe that such an approach, mirroring a private-buyer mindset, can preserve capital through improved downside protection and deliver attractive risk-adjusted returns over full market cycles.



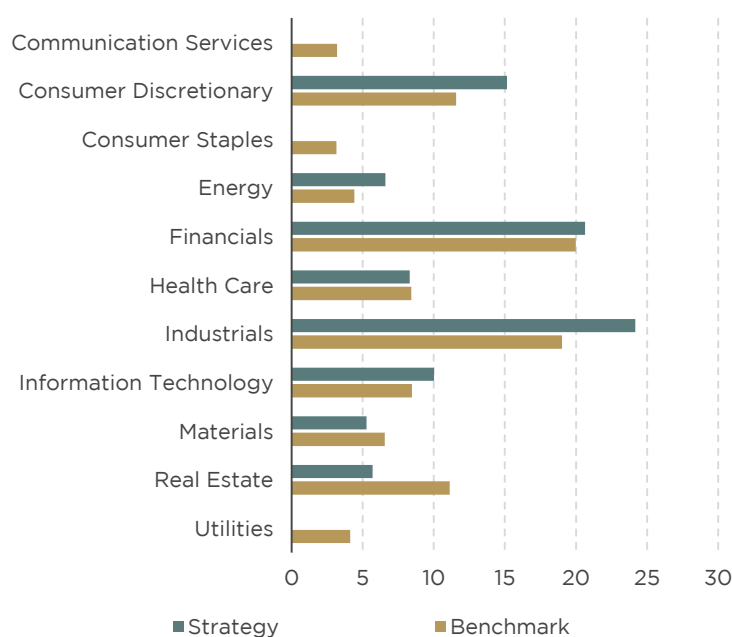
## At a Glance

- Primary Benchmark: Russell 2500® Value Index
- We expect to add value primarily through stock selection
- We typically invest in 30-50 companies
- The market capitalization of each of our holdings, at purchase, will be consistent with the capitalization range of the Russell 2500 Value Index
- Cash and cash equivalents generally account for less than 5% of portfolio assets, although our cash position may vary based on the level of portfolio trading

## Characteristics<sup>1,2</sup>

	Strategy	Benchmark
Price-to-Earnings <sup>3</sup>	11.3	16.3
Price-to-Book	2.4	1.7
Price-to-Cash Flow	11.4	9.2
Dividend Yield (%)	1.6	2.2
Avg. Market Cap (\$B)	6.5	6.3
Current # of Securities	34	1,795
Turnover (% LTM)	98.0	-

## Sector Weights<sup>1,2</sup> (%)



## Assets Under Management (M) (Shown in USD)

Brandywine Global, Firmwide	54,856
Fundamental Equity Product Group <sup>†</sup>	7,008
Small/Mid Cap Value Equity	1

## Calendar Year Returns<sup>2</sup> (%) (Results shown in USD)

	Gross	Net	R2500V	R2500
2023	3.45	3.22	1.40	3.39
2022	-13.06	-13.85	-13.08	-18.37
2021	18.24	17.20	27.78	18.18
2020	32.63	31.47	4.88	19.99
2019	27.63	26.51	23.56	27.77
2018	-14.34	-15.12	-12.36	-10.00
2017	17.72	16.69	10.36	16.81
2016	26.61	25.50	25.20	17.59
2015	-10.18	-10.99	-5.49	-2.90
2014	2.69	1.77	7.11	7.07
2013	35.48	34.30	33.32	36.80

## Risk Characteristics<sup>2</sup> (Composite Net of Fees) (Since Inception)

Sharpe Ratio	0.44
Sortino Ratio	0.60
Information Ratio	0.13

## Top Ten Holdings<sup>1,2</sup> (%)

Crown Holdings Inc	5.3
Wayfair Inc	5.0
Vertiv Holdings Co	4.7
Domino's Pizza Inc	4.1
Uwm Holdings Corp	4.0
Apa Corp	3.7
Acv Auctions Inc	3.4
Rogers Corp	3.4
Lennox International Inc	3.3
Essent Group Ltd	3.2

## Lead Portfolio Managers



**Justin C. Bennett**  
Portfolio Manager & Research Analyst  
27 Years of Experience



**Gregory P. Manley, CFA**  
Portfolio Manager & Research Analyst  
26 Years of Experience



**Steven D. Shin, CFA**  
Assoc. Portfolio Manager & Research Analyst  
22 Years of Experience

<sup>†</sup> Includes \$2,899M in Fundamental Equity assets for which Brandywine Global provides non-discretionary investment management services. Nondiscretionary assets are reported on one month lag.

Data as of March 31, 2023

Past performance is no guarantee of future results.



## Annualized Returns (%) (Results shown in USD)

	Gross	Net	R2500V	R2500
QTD	3.45	3.22	1.40	3.39
YTD	3.45	3.22	1.40	3.39
1 Year	-6.09	-6.93	-10.53	-10.39
3 Year	29.30	28.17	21.80	19.42
5 Year	9.63	8.66	5.61	6.64
7 Year	11.59	10.60	7.96	9.46
10 Year	9.79	8.82	7.72	9.06
Since Inception	11.33	10.32	9.45	9.21

Inception Date: 10/1/1996

## GIPS Information (%) (Results shown in USD)

Year or YTD	Gross	Net	R2500V	R2500	# of Accounts	Market Value (M)	Total Firm Assets (M)	Composite Dispersion	Composite Rolling 3Y SD	R2500V Rolling 3Y SD	R2500 Rolling 3Y SD
2023	3.45	3.22	1.40	3.39	1	1	54,835	-	25.69	21.63	21.51
2022	-13.06	-13.85	-13.08	-18.37	1	1	52,601	-	29.26	26.46	25.16
2021	18.24	17.20	27.78	18.18	1	0	67,356	-	28.91	24.15	22.48
2020	32.63	31.47	4.88	19.99	1	0	63,872	-	31.50	25.05	24.21
2019	27.63	26.51	23.56	27.77	1	0	74,024	-	22.13	14.23	14.58
2018	-14.34	-15.12	-12.36	-10.00	1	0	70,070	-	20.10	13.58	14.10
2017	17.72	16.69	10.36	16.81	1	105	74,382	-	15.29	11.81	12.13
2016	26.61	25.50	25.20	17.59	1	89	65,498	-	15.10	13.17	13.67
2015	-10.18	-10.99	-5.49	-2.90	2	72	68,819	-	11.88	12.02	12.42
2014	2.69	1.77	7.11	7.07	5	112	63,375	-	10.45	11.25	11.67
2013	35.48	34.30	33.32	36.80	4	128	50,050	-	13.22	15.07	15.63

Data as of March 31, 2023 R2500V = Russell 2500 Value R2500 = Russell 2500 Organization: Brandywine Global Investment Management, LLC (the "Firm") is a wholly owned, independently operated, subsidiary of Franklin Resources, Inc. Brandywine Global Investment Management, LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Brandywine Global Investment Management, LLC has been independently verified for the periods January 1, 1993 through June 30, 2021. 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. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request. Disclosed total firm assets represent the total market value of all discretionary and nondiscretionary, fee-paying and non-fee-paying assets under the Firm's management. 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. Composite Description: The Small/Mid Cap Value Equity Composite (the "Composite") inception date is October 1, 1996 and the Composite creation date is October 1, 1996. The Composite includes separate, fully discretionary, fee-paying accounts with no minimum value requirement and no investment restrictions invested in the firm's Small/Mid Cap Value Equity strategy. The strategy invests in small-to-mid capitalization stocks (typically consistent with the capitalization range of the Russell 2500 Index) that are, in the portfolio team's opinion, inexpensive relative to the company's intrinsic value and results in approximately 60 - 90 positions. Primary Benchmark Description: The Russell 2500 Value Index offers investors access to the small to mid-cap value segment of the U.S. equity universe. It is constructed to provide a barometer of the small to mid-cap value market. Secondary Benchmark Description: The Russell 2500 Index measures the performance of the 2,500 smallest companies in the Russell 3000 Index Performance Calculation: Preliminary data, if so noted, reflects unreconciled data for the most recent reporting period. Portfolios are valued daily on a trade date basis and include dividends and interest as well as all realized and unrealized capital gains and losses. Return calculations at the portfolio level are time-weighted to account for periodic contributions and withdrawals. Performance results are calculated on a before tax, total return basis. Prior to July 1, 2007, portfolios were included in the Composite beginning with the first full quarter of performance through the last full quarter of performance. After July 1, 2007, portfolios are included in the Composite beginning with the first full month of performance through the last full month of performance. Composite returns are reported on quarterly basis. The Composite returns consist of size-weighted portfolio returns using beginning of period values to weight the portfolio returns. Monthly linking of interim performance results is used to calculate quarterly and annual returns. Composite's valuations and returns are computed in U.S. Dollars ("USD"). The results are presented in USD or in other currencies (to accommodate overseas investors), the latter by converting monthly USD returns into other currency returns using the appropriate currency exchange rate returns. Gross returns reflect the deduction of trading expenses. Net of fee returns reflect the deduction of trading expenses and the highest investment management fees charged within the composite membership as stated in the fee schedule below. Composite dispersion is calculated using the asset-weighted standard deviation method for all portfolios that were in the Composite for the entire year. Composite dispersion is not presented for periods with five or fewer portfolios. The number of accounts and market values are as of the end of the period. The three-year annualized standard deviation, calculated using gross-of-fee returns, measures the variability of the composite and the benchmark returns over the preceding 36-month period. Gross-of-fees returns are used to calculate the presented risk measures. A complete list of composites, and limited distribution pooled funds descriptions as well as a list of broad distribution pooled funds is available upon request. Fee Schedule: Institutional Client Separate Account Management Fee Schedule (Minimum investment \$10 million): 0.900% on the first \$20 million; 0.800% on the next \$30 million; 0.700% on portion of assets in excess of \$50 million. Additional information on the Firm's fee schedule can be found in Form ADV Part 2A which is available upon request. The management fee schedule and total expense ratio for Classic Small Mid Cap Value Equity Portfolio - BIT, which is included in the composite is .90% on all assets. **Past performance is no guarantee of future results.**

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## Disclosures

R2500V = Russell 2500™ Value Index    R2500 = Russell 2500™ Index

- 1 The data represent the aggregate characteristics of all securities held in the respective Representative Portfolio, an actual commission account not subject to taxation, and are included for informational purposes only. The Portfolio Characteristics of any particular account may vary based on any investment restrictions applicable to that account.
- 2 Supplemental Information to the attached Small/Mid Cap Value Equity GIPS composite presentation.
- 3 Portfolio characteristics calculation uses weighted harmonic average methodology.

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