



SMIDCAP

Third Quarter 2018

OBJECTIVE

The Disciplined Equity SMidCap strategy seeks to outperform the Russell 2500 Index over time through superior stock selection while maintaining risk characteristics that are similar to the benchmark.

Benchmark: Russell 2500 Index

Inception Date: November 1, 2002

PHILOSOPHY

Our goal is to deliver a more consistent alpha for our clients. The challenge is, the stock market is a complex adaptive system and no static approach works all the time, therefore our analysis must emphasize the most important characteristics at any given point in time.

The Solution for Our Clients

- Employ a diverse set of factors
- Evaluate relative to multiple peer groups
- Adapt to evolving market conditions
- Construct a portfolio with an optimal balance of risk and return

Benefits

- Consistent excess returns from disciplined stock selection
- Style, sector and market cap diversification in one portfolio

PORTFOLIO GUIDELINES

Holdings: Approximately 100-125 positions

Sector Over/Underweights: Russell 2500 +/-5.00%¹

Position weights: 0.25% to Russell 2500 weight +1.50%¹

Cash position: Typically 0.5% to 1.5%

Average Annual turnover: Typically 60% to 120%

Investment Universe: Russell 2500 Index Members

PROCESS

We use a “bottom up” systematic process to evaluate the universe of stocks using three independent analyses, each of which is designed to provide a unique valuation perspective.

Broad Universe Analysis (1 model)

- Evaluates each stock relative to all other stocks in the investment universe.

Style-Specific Analysis (4 models)

- Evaluates each stock relative to its peers with the same combined market capitalization and style profile.

Sector-Specific Analysis (11 models)

- Evaluates each stock relative to all other stocks in the same economic sector.

These three analyses are combined to generate an excess return expectation for each stock. Stocks must rank in the top 20% to be considered for purchase.

SELL DISCIPLINE

Successful positions are sold as return expectations are realized and/or valuation perspectives deteriorate into overvalued conditions.

COMPOSITE PERFORMANCE



PORTFOLIO COMPOSITION

Top 10 Holdings³	SMidCap
Five Below Inc	1.92%
Acuity Brands Inc	1.86%
CF Industries Holdings Inc	1.83%
Deckers Outdoor Corp	1.70%
Ralph Lauren Corp Cl A	1.69%
Steris PLC USD	1.57%
Monolithic Power Systems Inc	1.54%
TripAdvisor Inc	1.52%
Trimble Inc	1.49%
Cadence Design System Inc	1.46%

Sector Weightings⁴	SMidCap	Russell 2500
Consumer Discretionary	4.81%	9.90%
Consumer Staples	5.64%	2.58%
Energy	4.73%	4.19%
Financials	20.63%	25.07%
Health Care	16.88%	12.16%
Industrials	7.76%	9.90%
Materials	5.08%	6.22%
Retail	8.74%	3.83%
Services	7.85%	6.84%
Technology	17.41%	16.28%
Utilities	0.48%	3.02%

STRATEGY CHARACTERISTICS⁴

	SMidCap	Russell 2500
Weighted Average Market Cap	\$5.44B	\$5.37B
EPS 5 Year Average Growth	22.75%	18.62%
Return on Equity (ROE)	13.47%	10.71%
Price to Earnings Ratio (P/E)	22.76x	20.39x
Price to Book Ratio (P/B)	3.04x	2.59x
Dividend Yield	1.14%	1.49%
Beta	1.01	1.00
Active Share	90.28%	-
Number of Holdings	120	2,520

ABOUT GREAT LAKES ADVISORS

Founded in 1981, Great Lakes Advisors is headquartered in Chicago, Illinois with an additional office in Tampa, Florida. The firm has \$9.81 billion in assets under management and advisement and offers a wide range of fixed income and equity strategies across all market capitalizations. We have deep portfolio management capabilities within ESG, Socially Responsible, Tax-Managed, and Customized account solutions. Our clients include public funds, multi-employer plans, corporations, religious communities, endowments/foundations, health care plans, and private wealth management clients.

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1. At time of purchase

2. Pure Gross of Fee Returns do not reflect the deduction of investment management fees or bundled fees for certain accounts where transaction costs cannot be separately identified from other service fees charged by the client's broker/dealer or custodian. Information presented on a pure gross of fee basis has not been independently verified. Net performance reflects the deduction of investment management fees and bundled fees as applicable.

3. Holdings are representative of a Disciplined Equity SMidCap account, are subject to change at any time and are not recommendations to buy or sell any securities.

4. Source: Bloomberg. Beta source is from MSCI Barra. Characteristic data is representative of a Disciplined Equity SMidCap account and are subject to change at any time.

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The Disciplined Equity SMidCap Composite includes all unrestricted, institutional, discretionary fee-paying accounts managed under the SMidCap strategy and is benchmarked to the Russell 2500 Index. Accounts within this composite do not employ leverage. The composite inception date was October 31, 2002. All cash reserves and equivalents are included in returns. Returns are time weighted and include reinvestment of dividends, income and gains. The value of assets and returns is expressed in U.S. dollars. All holdings available upon request. Performance prior to October 1, 2013 occurred at Advanced Investment Partners prior to being acquired by Great Lakes Advisors. Additionally, market commentary is available on the firm's website at: www.greatlakesadvisors.com or upon request.

The benchmark selected for comparison of returns for the SMidCap Composite is the Russell 2500 (which measures the performance of the 2,500 smallest companies in the Russell 3000 Index and represent less than 20% of the capitalization of the Russell 3000 Index.); Frank Russell Company ("FRC") is the source and owner of the Russell Index data contained or reflected in this material and all trademarks and copyrights related thereto. The presentation may contain confidential information and unauthorized use, disclosure, copying, dissemination, or redistribution is strictly prohibited. This is a GLA presentation of the Russell Index data. FRC is not responsible for the formatting or configuration of this material or for any inaccuracy in GLA's presentation thereof. Index returns are provided to represent the investment environment existing during the time periods shown. All indexes are fully invested, which includes the reinvestment of income. The returns for the index do not include any transaction costs, management fees or other costs. The index is not available for direct investment. Industry sectors are presented to illustrate the diversity of areas in which we may invest, and may not be representative of current or future investments.

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