

# Small-Mid Cap Value

QUARTERLY UPDATE AS OF SEPTEMBER 30, 2021



FOR PROFESSIONAL INVESTORS ONLY

## Investment Objective(s)

- Long-term total return > Russell 2500 Value index plus 200 to 400 bps
- Target volatility < Russell 2500 Value

## Strategy Summary

River Road's Small-Mid Cap Value (SMID) Strategy utilizes a fundamentally driven research process to identify attractive purchase candidates from a universe of small to mid cap stocks. The Strategy seeks to invest in well-managed, financially strong companies that are trading at meaningful discounts to our assessed valuations. We further target companies with predictable and sustainable business models that are undiscovered or underfollowed by traditional Wall Street research firms. Our stock selection process is complemented by a risk averse approach that employs both balanced diversification and a structured sell discipline.

- Bottom-up, fundamentally driven stock selection
- Balanced diversification
- Structured sell discipline

## Portfolio Managers



### J. Justin Akin

18 years of experience;  
managed Portfolio since 2012

Centre College, BS



### R. Andrew Beck

22 years of experience;  
managed Portfolio since inception

University of Louisville, BS  
Babson College, MBA



### James C. Shircliff, CFA

48 years of experience;  
managed Portfolio since inception

University of Louisville, BS

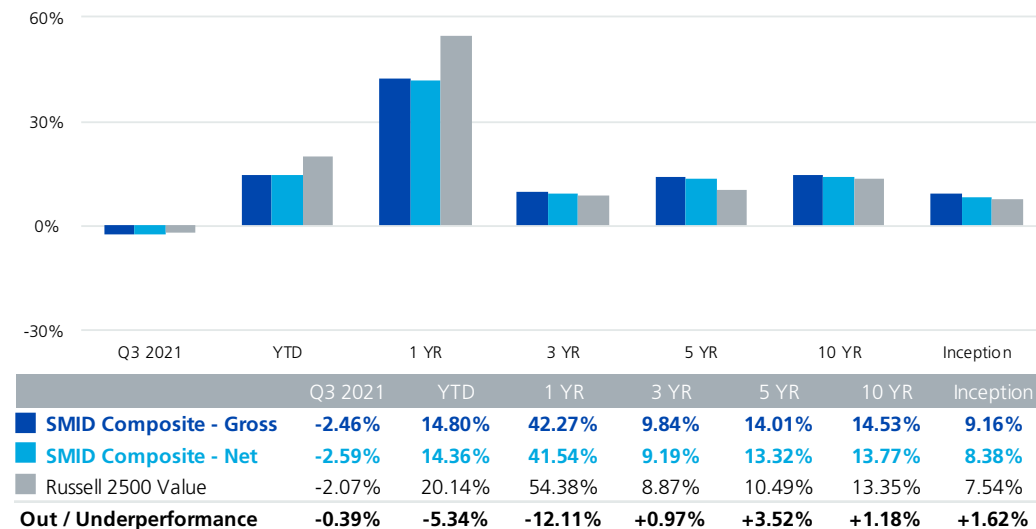


### Todd D. Mayberry, CFA

10 years of experience;  
managed Portfolio since 2021

University of Cincinnati, BBA

## Trailing Returns



## Calendar Year Returns

	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
SMID Composite - Gross	2.78%	34.68%	-5.61%	16.38%	27.35%	-1.16%	1.09%	29.96%	16.98%	1.53%
SMID Composite - Net	2.23%	33.80%	-6.23%	15.65%	26.55%	-1.84%	0.35%	28.97%	16.10%	0.75%
Russell 2500 Value	4.88%	23.56%	-12.36%	10.36%	25.20%	-5.49%	7.11%	33.32%	19.21%	-3.36%
<b>Out / Underperformance</b>	<b>-2.10%</b>	<b>+11.12%</b>	<b>+6.75%</b>	<b>+6.02%</b>	<b>+2.15%</b>	<b>+4.33%</b>	<b>-6.02%</b>	<b>-3.36%</b>	<b>-2.23%</b>	<b>+4.89%</b>

Past performance is no guarantee of future results. There is a risk that invested capital may be lost. Performance is shown gross and net of fees. Inception date: March 1, 2007. Out/underperformance compares the gross Composite and index. Index data source: London Stock Exchange Group PLC and its group undertakings (collectively, the "LSE Group"). © LSE Group. Please see reverse side for important disclosure information.

## Market Highlights

- A volatile quarter ended with mixed returns for stocks.
- Once again, small caps lagged large caps and style performance diverged across market caps.
- Among small caps, **value beat growth for the fourth consecutive quarter**.
- Within the Russell 2500 Value index, **Energy (+5.67%)** and **Financials (+1.83%)** posted the highest total returns, while **Consumer Discretionary (-8.16%)** and **Communication Services (-8.09%)** posted the lowest.
- It was an outstanding quarter for active small cap value managers with **78% beating the index**.

## Portfolio Highlights

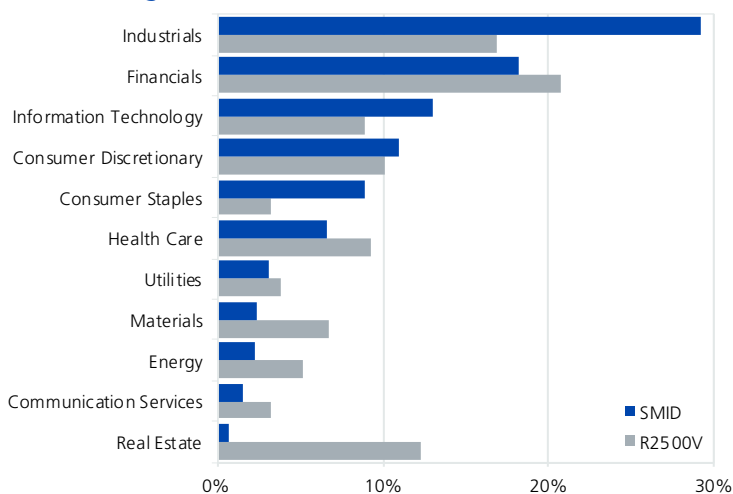
- For Q3, the River Road Small-Mid Cap Value (SMID) Composite returned **-2.46%** (-2.59% net) versus **-2.07%** for the Russell 2500 Value benchmark. Year to date, the Composite returned **+14.80%** (+14.36% net) versus **+20.14%** for the benchmark.
- The sectors with the highest contribution to relative return in Q3 were **Consumer Discretionary** and **Consumer Staples**.
- The holdings with the highest contribution to Portfolio return were **Murphy USA Inc. (MUSA)** and **Premier Inc. (CI A) (PINC)**.
- The sectors with the lowest contribution to relative return in Q3 were **Financials** and **Information Technology**.
- The holdings with the lowest contribution to Portfolio return were **Avaya Holdings Corp. (AVYA)** and **GoHealth Inc. (CI A) (GOCO)**.

## Outlook

- Despite weak performance by small caps in Q3, **we continue to believe high quality smaller cap value stocks are exceptionally well positioned as Delta recedes and the economic reopening gains momentum**.

Discovering value,  
off the beaten path®

## Sector Weights



## Portfolio Contribution

Top Contributors	Avg Wgt	Contrib
MUSA Murphy USA Inc.	3.18%	+0.71%
PINC Premier Inc. (CI A)	3.27%	+0.36%
ATSG Air Transport Services Group Inc.	3.59%	+0.36%
BJ BJ's Wholesale Club Holdings Inc.	2.35%	+0.35%
ATKR Atkore Inc.	1.50%	+0.34%

Bottom Contributors	Avg Wgt	Contrib
AVYA Avaya Holdings Corp.	2.78%	-0.87%
GOCO GoHealth Inc. (CI A)	0.75%	-0.69%
NCR NCR Corp.	3.29%	-0.53%
CNNE Cannae Holdings Inc.	3.41%	-0.31%
UNF UniFirst Corp.	3.06%	-0.29%

**Past performance is no guarantee of future results. There is a risk that invested capital may be lost.** GICS sector breakdown reflects percent of total portfolio; stocks without a reported sector are not presented. <sup>1</sup>EBITDA excludes banks, thrifts, and insurers. <sup>2</sup>Price/earnings excludes negative earnings. <sup>3</sup>Risk characteristics based on trailing 60-month gross of fee composite performance. <sup>4</sup>Average calendar year turnover. Dollar turnover, the lesser of purchases or sales as a percentage of the average market value, is presented as an average of portfolios in the Composite. Index data source: London Stock Exchange Group PLC and its group undertakings (collectively, the "LSE Group"), © LSE Group.

**Representative Portfolios:** Unless otherwise noted as Composite, the information presented is based on a representative portfolio. If no single representative portfolio is available to represent the Strategy since inception, different representative portfolios and/or the composite are used for different periods to create a continuous representative portfolio. The representative portfolio is selected by the firm as a representative account that is deemed to best represent this management style using a pre-defined, objective set of criteria. All representative portfolio data is shown as supplemental information to the Composite presentation. Each client portfolio is individually managed and may vary from the information shown for the representative portfolio.

Portfolio contribution calculated gross of fees for the Q3 2021 period. For the purpose of assessing top and bottom contributors, the contribution of child securities is aggregated with that of the parent for corporate actions that occurred during the most recent calendar quarter. The holdings identified do not represent all of the securities purchased, sold, or recommended. To receive information regarding the methodology for calculating the top/bottom contributors or a list showing every holding's contribution to the overall Composite and/or representative portfolio performance contact RRAMCompliance@riverroadam.com. Past performance is no guarantee of future results.

River Road Asset Management, LLC ("RRAM") is a registered investment adviser formed in April 2005 and is majority owned by Affiliated Managers Group, Inc. Registration of an investment adviser does not imply a certain level of skill or training. This presentation may be presented by an employee of Affiliated Managers Group, Inc., AMG Funds, or another AMG entity, which are affiliates of RRAM. RRAM claims compliance with the Global Investment Performance Standards (GIPS®). A GIPS Report is available upon request by contacting RRAMCompliance@riverroadam.com. 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.

The Small-Mid Cap Value Composite contains fully discretionary small-mid cap value equity accounts that seek capital appreciation by investing primarily in small-mid cap value domestic equity securities that trade at a discount to our valuation as determined using RRAM's proprietary Absolute Value® approach. For this Composite, RRAM defines a small to mid cap company as one whose market capitalization is less than \$10 B. RRAM selects securities from a universe of companies with a market capitalization at the time of initial purchase typically between \$250 MM and \$10 B, employing a value driven, bottom-up fundamental approach. The official benchmark for the Composite is the Russell 2500 Value index. All other indices are shown for additional information only. The U.S. dollar is the currency used to express performance and includes the reinvestment of income. Composite performance is presented gross of foreign withholding taxes on dividends, interest income, and capital gains. All Composite performance is after the deduction of trading costs. Net of fee performance is calculated using actual management fees, which includes performance fees for some periods. Unless otherwise noted, performance provided for periods greater than one year is annualized.

The information provided in this report should not be considered a recommendation to purchase or sell any particular security. There is no assurance that any securities discussed herein will remain in our portfolio at the time you receive this report or that securities sold have not been repurchased. Characteristics and sector weightings of our portfolio are shown and may not be indicative of this strategy's current or future investments. It should not be assumed that any of the holdings discussed herein were or will be profitable or that the investment recommendations or decisions we make in the future will be profitable or will equal the investment performance of the securities discussed herein. This information is shown as supplemental information only and complements the full disclosure presentation.

Sector, Industry Group, Industry, or Sub-industry group levels are determined at the beginning of each quarter according to the Global Industry Classification Standard ("GICS"), developed and exclusively owned by MSCI, Inc. ("MSCI") and Standard & Poor's Financial Services LLC ("S&P"), unless otherwise stated that they have been reclassified or classified by RRAM. Reclassifications/classifications by RRAM are not supported by S&P or MSCI. All GICS data is provided "As Is" with no warranties. RRAM may classify securities that are not automatically classified by MSCI and S&P.

Unless otherwise noted, share-related characteristics are provided by FactSet. Portfolio and index characteristics are based on companies' most recent filings as of this report date (values for many companies may be as of the prior period). Most company share-related characteristics exclude outliers. Outlier exclusion methods include interquartile and inverse interquartile; the universe for determining outliers is the Russell 3000. For more information, please contact RRAM.

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## Characteristics &amp; Risk Statistics

	SMID	R2500V
Number of Holdings	60	1,865
EV / EBITDA <sup>1</sup>	9.3	11.2
Price / Earnings <sup>2</sup>	12.4	15.8
Price / Book	1.87	2.07
Price / Cash Flow	11.2	14.4
ROE (5 YR Avg)	11.0	8.4
EPS Growth (5 YR)	12.5	7.6
Cash Flow Growth (5 YR)	13.0	6.8
LT Growth Estimate	10.8	11.7
Annualized Standard Deviation <sup>3</sup>	19.08	20.71
Jensen Alpha <sup>3</sup>	4.53	
Beta <sup>3</sup>	0.89	
Cash	3.4%	
Dollar Turnover (3 YR Avg) <sup>4</sup>	43.3%	

## Top 10 Portfolio Holdings

Symbol	Company	% Port
LKQ	LKQ Corp.	3.98%
ATSG	Air Transport Services Group Inc.	3.74%
WTM	White Mountains Insurance Group Ltd.	3.65%
MUSA	Murphy USA Inc.	3.59%
PINC	Premier Inc. (CI A)	3.50%
CNNE	Cannae Holdings Inc.	3.40%
TWNK	Hostess Brands Inc. (CI A)	3.33%
AAP	Advance Auto Parts Inc.	3.33%
NCR	NCR Corp.	3.04%
UNF	UniFirst Corp.	2.99%