

# **Emerging Markets Small Cap Portfolio**

Third Quarter 2017

## **Market Review**

The MSCI Emerging Markets Small Cap Index had a strong quarter, rising by 5.64%, reaching a year-to-date return of 22.53% as of the end of September. A broadening global recovery, stronger-than-expected economic growth in China, continued signs of economic recovery in Brazil and improving global corporate earnings were among the positive trends that drove the strong performance in emerging market equities. Technology and real estate stood out as the best performing sectors during the quarter, and economically-sensitive sectors, such as energy and materials, generally outperformed. More defensive sectors, like health care, telecommunication services and consumer staples, lagged during the quarter.

## **Portfolio Review**

The Emerging Market Small Cap portfolio underperformed the MSCI Emerging Markets Small Cap Index in the third quarter. Overall, it is not surprising that our companies underperformed in a sharply rising market environment, given the tendency for the businesses in the portfolio to be more defensive in nature. Our underweight positions in some of the strongest performing markets, such as Brazil and China, contributed to the strategy's underperformance during the quarter. For some of the companies that announced weaker-than-expected results, we took a hard look at these companies and re-evaluated our investment thesis.

The largest positive contributor to performance during the quarter was, once again, Autohome. Since the ownership and management change last year, several positive changes have been made by the new management team, and the company generated stronger margins and earnings growth, highlighting the strength of Autohome's core business. Recently, the company announced the President and Chief Financial Officer would be leaving the company. While this development took us by surprise, after several conversations with parties inside and outside of the company, we believe our long-term thesis remains unchanged and that the departures were not due to any fundamental concerns about the company.

Yandex, the leading search engine in Russia, was the second biggest contributor to performance. Solid earnings results and the announcement of a partnership with Uber drove the strong results during the quarter.

The largest detractor to performance was Sarine Technologies, a company that we purchased in May 2017. Sarine Technologies is an Israeli company, listed in Singapore, generating the majority of its revenue in India. Sarine has continued to suffer from the issues of technology infringement in India. In addition, Sarine was removed from the FTSE Small Cap Index effective September 15, subsequent to which a large passive shareholder was forced to sell, putting additional pressure on Sarine's shares.

Fila Korea was the second largest detractor during the quarter. We believe the stock price may have moved a bit ahead of fundamentals during the previous quarter, and that we saw some of that correcting during the third quarter. Expectations were a bit elevated on the recovery of the Korean business segment. We continue to view the stock favorably as the Korean business segment continues to improve gradually with a revised distribution strategy and as the global royalty business continues to grow, while the U.S. business is going through a transition amid a weak retail environment with a focus on heritage products.

## **Purchases and Sales**

| New Purchases      | Complete Sales    |
|--------------------|-------------------|
| 104 Corp           | Premier Marketing |
| Douzone Bizon      | Qualitech         |
| Hancom             |                   |
| Kerry TJ Logistics |                   |

# **Portfolio Highlights**

**Style:** Small Cap

**Index:** MSCI<sup>®</sup> Emerging Markets Small Cap Index

Portfolio Turnover: 25%-35% Number of Holdings: 30-60

## **Investment Philosophy**

 We believe that purchasing high-quality businesses with competitive protections at attractive valuations will achieve excess returns over a complete market cycle.

# **Investment Objectives**

- To achieve a return meaningfully above that of the MSCI® Emerging Markets Small Cap Index
- To achieve this return objective with a portfolio that exhibits lower overall risk characteristics

# **Investment Management Team**

| Years of rese<br>Name experi                                    |    |
|---|----|
| Douglas S. Foreman, CFA<br>Chief Investment Officer             | 31 |
| <b>Hyung Kim</b><br>Portfolio Manager + Senior Research Analyst | 13 |
| Craig Thrasher, CFA Portfolio Manager + Senior Research Analyst | 13 |
| Ekaterina V. Advena<br>Research Analyst                         | 8  |

This report is based on the assumptions and analysis made and believed to be reasonable by Advisor. However, no assurance can be given that Advisor's opinions or expectations will be correct. This report is intended for informational purposes only and should be not considered a recommendation or solicitation to purchase securities. A complete listing of portfolio holdings and specific security transactions for the preceding 12 months is available upon request. Holdings are subject to change. Holdings and weightings are based on a representative portfolio. Individual Investors' holdings may differ slightly. Data is obtained by FactSet Research Systems and is assumed to be reliable. Past performance is no guarantee of future results.



# **Investment Process:** Discovering Quality



Development of High-Quality Universe

## 400 Stocks

## **Quantitative Screens**

- High return on capital over a full economic cycle
- Long and resilient earnings history
- High return on net operating assets
- Minimal debt

## Other Resources

- Research on existing portfolio holdings
- Meetings with companies
- Industry reviews
- Investment conferences
- Third-party research



Proprietary
Fundamental

## 100-120 Stocks

## **Qualitative Analysis**

 Evaluate sustainability of business model and assess management's ability to direct capital where it can create further control of its market

## **Financial Analysis**

 Evaluate basis for superior profitability, long-term growth potential, and ability to allocate capital appropriately

## **Valuation Analysis**

 Determine the current and potential value of the business



## Portfolio Construction

#### 30-60 Stocks

## **Position Weights**

- Average position size is typically 1% to 5%
- Max initial position size is 5% (cost)
- Max position size is 10% (market)

## **Sector and Geographic Tolerances**

 Benchmark agnostic but seek broad diversification

## **Holding Period**

- Typically 3-to-5 years
- Portfolio turnover is typically 25% to 35%

## **Cash Levels**

- Fully Invested
- Typical cash position less than 10%



Sell Discipli<u>ne</u>

#### **Extended Valuation**

Portfolio Upgrade

**Diversification Requirements** 

**Acquisition Activity** 

Negative Company or Industry Changes

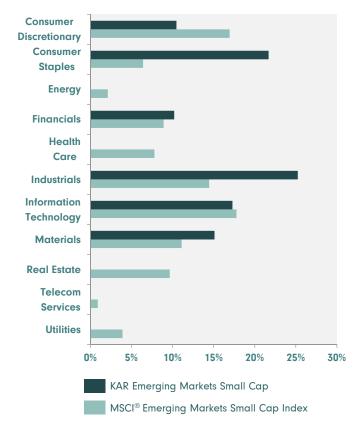
**Higher Quality** 

Stronger, More Consistent Growth

Better Value

## **Sector Diversification**

As of September 30, 2017



A complete listing of portfolio holdings and specific security transactions for the preceding 12 months is available upon request. Holdings are subject to change. Holdings and weightings are based on a representative portfolio. Individual Investors' holdings may differ slightly. The sector information represented above is based on GICS sector classifications. Data is obtained by FactSet Research Systems and is assumed to be reliable.

## **Portfolio Characteristics**

As of September 30, 2017

|   | KAR Emerging<br>Markets Small<br>Cap | MSCI® Emerging<br>Markets Small<br>Cap Index |
|---|--------------------------------------|--|
| Quality                                 |                                      |  |
| Return on Equity—Past 5 Years           | 21.5%                                | 12.1%  |
| Total Debt/EBITDA                       | 0.9 x                                | 4.8 x  |
| Interest Expense Coverage               | 4.7 x                                | 2.7 x  |
| Growth                                  |                                      |  |
| Earnings Per Share Growth—Past 5 Years  | 9.0%                                 | 8.6%   |
| Earnings Per Share Growth—Past 10 Years | 9.6%                                 | 8.5%   |
| Dividend Per Share Growth—Past 5 Years  | 7.6%                                 | 9.9%   |
| Dividend Per Share Growth—Past 10 Years | 12.3%                                | 9.2%   |
| Value                                   |                                      |  |
| P/E Ratio—Trailing 12 Months            | 16.8 x                               | 19.7 x                                       |
| Dividend Yield                          | 3.5%                                 | 2.2%   |
| Market Characteristics                  |                                      |  |
| \$ Weighted Average Market Cap          | \$2.0 B                              | \$1.5 B                                      |
| Largest Market Cap                      | \$10.7 B                             | \$8.9 B                                      |

Data is obtained from BNY Mellon and is assumed to be reliable. Other principal consultant firms may use different algorithms to calculate selected statistics. Estimates are based on certain assumptions and historical information. Past performance is no guarantee of future results

# **Emerging Markets Small Cap Portfolio**

Third Quarter 2017

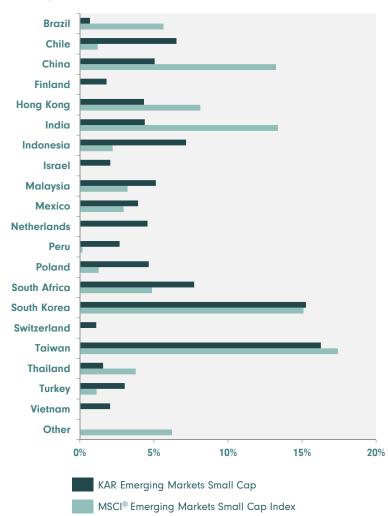
# **Top 10 Holdings**

As of September 30, 2017

| Company                  | Country     | Percent of equity (%) |
|--------------------------|-------------|-----------------------|
| Autohome                 | China       | 5.1                   |
| Yandex                   | Netherlands | 4.6                   |
| Corporacion Moctezuma    | Mexico      | 3.9                   |
| ACE Hardware Indonesia   | Indonesia   | 3.8                   |
| BFI Finance Indonesia    | Indonesia   | 3.4                   |
| Kerry TJ Logistics       | Taiwan      | 3.2                   |
| Yung Chi Paint & Varnish | Taiwan      | 3.1                   |
| Lumax International      | Taiwan      | 2.8                   |
| Taiwan Secom             | Taiwan      | 2.8                   |
| Korea Ratings            | South Korea | 2.8                   |
| Total                    |             | 35.4                  |

# **Country Exposure**

As of September 30, 2017



## **Historical Returns**

|  | KAR Emerging Markets Small Cap<br>(gross) | KAR Emerging Markets Small Cap (net)‡ | MSCI® Emerging Markets Small Cap<br>Index |
|--|---|---------------------------------------|---|
| Annualized Returns (%)† As of September 30, 2017 |   |                                       |   |
| 3rd Quarter                                      | (0.37)                                    | (0.62)                                | 5.64                                      |
| Year to Date                                     | 23.64                                     | 22.74                                 | 22.53                                     |
| One Year   | 21.74                                     | 20.55                                 | 14.89                                     |
| Three Years                                      | 6.07                                      | 5.03                                  | 3.14                                      |
| Inception*                                       | 6.29                                      | 5.24                                  | 4.49                                      |
| Annual Returns (%)                               |   |                                       |   |
| 2016   | 18.45                                     | 17.28                                 | 2.28                                      |
| 2015   | (16.02)                                   | (16.84)                               | (6.85)                                    |
| 2014   | 2.20                                      | 1.16                                  | 1.01                                      |

<sup>\*</sup>January 1, 2014

<sup>†</sup>All periods less than one year are total returns and are not annualized. Returns are preliminary.

<sup>\*</sup>Net of all fees and expenses. Assumes a 1% annual fee.

This material is deemed supplemental and complements the performance and disclosure at the end of this presentation. Returns of the Kayne Anderson Rudnick composite are preliminary and gross of fees unless otherwise specified. For further details on the composite, please see the disclosure statement in this presentation. Data is obtained from FactSet Research Systems and is assumed to be reliable. Past performance is no guarantee of future results.



# **Emerging Markets Small Cap Portfolio**

# Third Quarter 2017

## **Disclosure**

Kayne Anderson Rudnick 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.
Kayne Anderson Rudnick Investment
Management, LLC has been independently
verified for the period from January 1, 1999
through December 31, 2015. The verification
reports are available upon request.

Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS® standards on a firmwide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS® standards. Verification does not ensure the accuracy of any specific composite presentation.

Kayne Anderson Rudnick Investment
Management, LLC, a wholly owned subsidiary
of Virtus Investment Partners, Inc., is a
registered investment advisor under the
Investment Advisers Act of 1940. Registration
of an Investment Advisor does not imply any
level of skill or training. Kayne Anderson
Rudnick Investment Management, LLC
manages a variety of equity and fixed-income
strategies focusing exclusively on securities
the firm defines as high quality.

The composite includes all fully discretionary institutional and pooled Emerging Markets Small Cap Portfolios. Emerging Markets Small

Cap Portfolios are invested in equity securities with market capitalizations in line with the MSCI® Emerging Markets Small Cap Index, that have market control, rising free cash flow, shareholder-oriented management, strong consistent profit growth and low-debt balance sheets. For comparison purposes, the composite is measured against the MSCI® Emerging Markets Small Cap Index (net). The MSCI® Emerging Markets Small Cap Index is a market capitalization-weighted index of smallcapitalization stocks from countries defined as Emerging Markets in the MSCI® Global Investable Market Indices Universe, excluding U.S. companies. The index is calculated on a total-return basis with dividends reinvested, net of withholding taxes. Benchmark returns are not covered by the report of the independent verifiers. The composite was created in January 2014. A list of composite descriptions and policies for valuing portfolios, calculating performance and preparing compliant presentations are available upon request.

The standard management fee schedule currently in effect is as follows: 1.00% for the first \$100 million; 0.90% on the balance. Actual management fees charged may vary depending on applicable fee schedules and portfolio size, among other things. Additional information may be found in Part 2A of Form ADV, which is available on request. The performance information is supplied for reference. Past performance is no guarantee of future results. Results will vary among accounts. The U.S.

dollar is the currency used to express performance. Returns are presented gross of withholding taxes and net of transaction fees and include the reinvestment of all income. Gross returns will be reduced by investment management fees and other expenses that may be incurred in the management of the account. Model net returns have been calculated by deducting 1/12th of the highest tier of the standard management fee schedule in effect for the respective period from the gross composite returns on a monthly basis.

Internal dispersion is calculated using the asset-weighted standard deviation of annual gross returns for accounts in the composite for the entire year. For those years when less than five accounts were included for the full year, no dispersion measure is presented. The three-year annualized ex-post standard deviation, which measures the variability of the composite (using gross returns) and the benchmark for the 36-month period, is not presented for periods prior to 2016 because 36 monthly composite returns are not available.

3-Yr Annualized Standard Deviation (%)

| December 31 | Composite | Benchmark |
|-------------|-----------|-----------|
| 2016        | 15.00     | 14.54     |

| Year | Total Firm<br>Assets<br>(\$ millions) | Total Composite<br>Assets<br>(\$ millions) | Accounts at<br>Year End | Gross Annual<br>Return (%) | Net Annual<br>Return (%) | MSCI® Emerging<br>Markets Small<br>Cap Index (net)<br>Annual Return (%) | Internal<br>Dispersion |
|------|---------------------------------------|--|-------------------------|----------------------------|--------------------------|---|------------------------|
| 2014 | 7,989                                 | 5  | < 5                     | 2.20                       | 1.16                     | 1.01  | N/A                    |
| 2015 | 8,095                                 | 4  | < 5                     | (16.02)                    | (16.84)                  | (6.85)  | N/A                    |
| 2016 | 9,989                                 | 5  | < 5                     | 18.45                      | 17.28                    | 2.28  | N/A                    |

The MSCI® Emerging Markets Small Cap Index is a trademark/service mark of MSCI®. MSCI® is a trademark of MSCI Inc..