

# CAPTRUST<br/>SMID Core

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# Important Disclosures – SMID Core Strategy

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#### **Performance and Fees**

Past performance is not indicative of future returns. Performance is shown in U.S. dollar unless otherwise noted. Returns for periods greater than one year are annualized. Performance results assume the reinvestment of dividends and capital gains and are net of transaction costs. Net investment performance represents the deduction of a model fee equal to the highest separate account management fee. Investment management fees are described in William Blair's Form ADV Part 2A.

#### Risk

The strategy's returns will vary, and you could lose money by investing in the strategy. The strategy invests most of its assets in equity securities of small cap and mid cap domestic growth and value companies where the primary risk is that the value of the equity securities it holds might decrease in response to the activities of those companies or market and economic conditions. Individual securities may not perform as expected or a strategy used by the Adviser may fail to produce its intended result. Investing in small and medium capitalization companies involves special risks, including higher volatility and lower liquidity. Small and mid-cap stocks are also more sensitive to purchase/sale transactions and changes in the issuer's financial condition. Convertible securities may be called before intended, which may have an adverse effect on investment objectives. Diversification does not ensure against loss. The strategy is not intended to be a complete investment program. The strategy is designed for long-term investors.

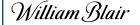
#### **Benchmark**

The Russell 2500® Index measures the performance of the 2500 smallest companies in the Russell 3000 Index. The Index is unmanaged and does not incur fees or expenses. It is not possible to directly invest in an unmanaged index.

For more information, please visit us at www.williamblair.com

https://williamblair.com/~/media/Downloads/Emarketing/2022/IM/Disclosures.pdf

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## Contents

**SECTION I** 

Firm Overview

**SECTION II** 

Strategy Overview

**SECTION III** 

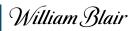
Portfolio Characteristics and Performance

**SECTION IV** 

Appendix



# Firm Overview



# William Blair Investment Management at a Glance

#### **Investment Management**

- 100% active-employee owned
- Entrepreneurial, investment-led and client-focused culture
- · Long-term expertise across asset classes globally
- Holistic, investment-led ESG integration
- 331 employees (52 partners)
- 102 investment professionals
- \$55.9 billion under management

#### **Tenured & Experienced Teams**

Average Years of Experience:

#### Portfolio Managers

24 In the industry

10 At WB

#### **Analysts**

17 In the industry

10 At WB

#### Sophisticated Global Investor Base



#### **Core Investment Tenets**



Active Management



Long-Term Focus



Fundamental Orientation ⊡←□ □

Disciplined

Process

Research

Research Intensive

Data as of December 31, 2022.

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Alpha

Seeking

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# The William Blair Mission: Empower. Deliver. Engage.

#### **Empower Colleagues**

- Entrepreneurial investment-led culture encourages diverse viewpoints
- Cross-sectional teams answer key questions and drive strategic imperatives
- Mentorship, professional development, generous educational assistance program reinforce intellectual curiosity
- BrightScope® has ranked the William Blair 401(k) and Profit-Sharing Plan in the top 10-15% of its peer group over the last two years

#### **Engage in Our Communities**

- Our colleagues are actively engaged in the community through leadership and volunteer roles
- Firm has a culture of global philanthropy and volunteerism

#### In 2022:

- Achieved 52% participation in matching gifts program versus 20% benchmark for participation in matching gifts.
- The firm, foundation, and employees supported over 1,300 global nonprofit organizations across 12 countries.



Employees volunteered with community partners through work and team-sponsored events and programs.

#### **Deliver Client Success**

- Private partnership structure aligns interests with clients over the long term
- Demonstrated track record of value-added performance
- Clients engage directly with decision makers, developing customized solutions to meet their unique objectives





#### 2022 Charitable Activity by Geography





# Holistic, Investment-led Integration of ESG

#### Commitment

- · William Blair has been a PRI signatory since 2011
- Member of the U.S. Investor Stewardship Group and International Corporate Governance Network; signatory of stewardship codes in UK, Japan, and Korea
- ESG Leadership Team comprises investment professionals across our global equity, U.S. equity, and Emerging Markets Debt teams
- Natural alignment with our quality-focused investment philosophies

#### Integration

- Investment opportunities and risks holistically incorporate material ESG considerations
- Proprietary framework focuses analysis on most relevant industry- or country-specific factors
- Proprietary Summit research platform facilitates seamless integration and analysis

# William Blair ESG Materiality Framework Topic Structure

#### Environmental

- Climate Change
- Natural Resources Stewardship
- Pollution & Waste

#### Social

- · Human Capital
- Customer Well-Being
- · Supply Chain Mgmt.
- Community Relations

#### Governance

- Corporate Governance
- Corporate Culture

#### **Country ESG Factors**

- · Political stability and Institutional strength
- Regulatory effectiveness, level of corruption, and rule of law
- Demographic changes, living standards, and income inequality
- Natural resource availability and climate change resilience

Signatory of:



Our full ratings are available on active.williamblair.com.

The inclusion of Environmental, Social and Governance (ESG) factors beyond traditional financial information in the selection of securities could result in a strategy's performance deviating from other strategies or benchmarks, depending on whether such factors are in or out of favor. ESG analysis may rely on certain criteria to eliminate exposures found in similar strategies or benchmarks, which could result in performance deviating.





7

# **Diverse Thought Drives Strong Outcomes**

#### **Recruiting Strategy**

- Diverse candidate and interviewer slates
- · Gender-neutral job descriptions
- · Always Be Recruiting networking casts a wide net

#### **Industry Outreach**

- Purposefully partner with Diverse Professional Organizations for networking, recruiting and to raise awareness
- Collaborate with other industry participants to promote D&I

#### **Internal Initiatives**

- Business Resource Groups lead initiatives and support colleagues
- Courageous Conversations engage teams
- Unconscious bias training addresses blind spots
- Mentoring program provides 1x1 networking and feedback

#### Results

- Diverse leadership teams: IM led by women for over 20 years
- From 12/31/17 to 12/31/22:\*
  - 30% of new hires are racially/ethnically diverse (R/ED) and 43.7% are women
  - Women represent 41.4% of IM
  - R/ED talent increased from 15.7% to 22.3%
- Of 8 mutual fund board members, 4 are women and 1 is R/ED
- Received 100% score on the Human Rights Campaign's Corporate Equality Index<sup>1</sup> for the second consecutive year



<sup>\*</sup>As of December 31, 2022. Includes dedicated resource groups. R/ED excludes non-US employees. 169 total hires, 146 US. Mutual fund board members as of November 2021.

¹Human Rights Campaign's Corporate Equality Index is the national benchmarking survey and report measuring company policies and practices related to LGBTQ workplace equality.



# **Investment Strategies**

## Global reach and wide array of strategies and vehicles

Teams	Strategies		Investment Professionals	AUM
Global Equity	<ul> <li>Global Leaders</li> <li>Global Leaders Concentrated</li> <li>Global Leaders Sustainability</li> <li>International Growth</li> <li>International Leaders</li> <li>International Leaders Concentrated</li> <li>International Leaders ADR</li> </ul>	<ul> <li>International Small Cap Growth</li> <li>Emerging Markets Growth</li> <li>Emerging Markets Leaders</li> <li>Emerging Markets Leaders Concentrated</li> <li>Emerging Markets Small Cap Growth</li> <li>Emerging Markets Ex China Growth</li> <li>China A-Shares Growth</li> <li>China Growth</li> </ul>	9 PMs 16 Analysts	\$33.6B
U.S. Growth & Core Equity	U.S. Growth  • All Cap Growth  • Large Cap Growth  • Mid Cap Growth  • SMID Growth  • Small Cap Growth	<ul><li>U.S. Core</li><li>U.S. Equity Sustainability</li><li>SMID Core</li></ul>	7 PMs 19 Analysts	\$19.0B
U.S. Value Equity	<ul><li>Mid Cap Value</li><li>SMID Value</li><li>Small Cap Value</li></ul>		3 PMs 5 Analysts	\$3.6B
Emerging Markets Debt	<ul><li> Hard Currency</li><li> Local Currency</li><li> Corporate Debt</li></ul>	<ul><li>Frontier</li><li>Blended</li></ul>	10 PMs 2 Analysts	\$174M

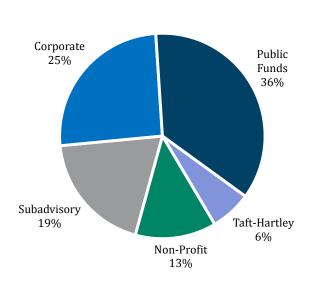
#### Assets as of December 31, 2022.

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# Sophisticated Investor Base

## Balanced mix of institutional clients representing \$55.9 billion in assets



#### Endowment/Foundation Corporate

- · Air Products & Chemical, Inc.
- AT&T
- · Boeing Company
- · Caterpillar Inc.
- · Fortune Brands
- · Liberty Mutual Insurance
- Major League Baseball Office of the Commissioner
- Pensionskasse SBB (Swiss Federal Railway)
- · PGA TOUR, Inc.
- · VBV-Pensionskasse AG

- · The College of William and Mary Foundation
- · McGill University
- · Toledo Museum of Art
- Truth Initiative
- · University of California, Irvine Foundation

#### Healthcare & Not-for-Profit

- · Advocate/Aurora Healthcare
- · The Carle Foundation
- · Clerics of St. Viator
- · Intermountain Healthcare
- OhioHealth
- · Rush University Medical Center
- SKL Investment Group, LLC

#### Sub Advisory

- Cazenove Capital
- · Charles Schwab
- · Columbia Threadneedle Investments
- · Fidelity
- GuideStone Capital Management, LLC
- · Lombard Odier Darier Hentsch
- · Northern Trust
- Prudential
- SEB Group
- UBS

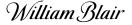
#### Public Plans & Taft-Hartley

- · Alameda County Employees Retirement System
- City of Lansing ERS & PFRS
- · City of Orlando Pension Plans
- Colorado Public Employees Retirement Association
- · Contra Costa County Employees' Retirement Association
- County Employees' Annuity & Benefit Fund of Cook County
- · El Paso Firemen & Policemen's Pension Fund
- Employes' Retirement System of the City of Milwaukee
- · Firemen's Annuity & Benefit Fund of Chicago
- · Florida State Board of Administration
- · Illinois State Board of Investment
- · Illinois Municipal Retirement Fund
- Iowa Judiciary
- · Laborers' Annuity & Benefit Fund of Chicago

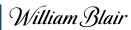
- Municipal Employees' Annuity & Benefit Fund of Chicago
- · Municipal Police Employees' Ret. System of Louisiana
- · North Dakota State Retirement Board
- Northern Ireland Local Government Officers' Superannuation Committee (NILGOSC)
- · Nova Scotia Health Employees' Pension Fund
- Orange County ERS
- · Oregon State Treasury
- · Policemen's Annuity & Benefit Fund of Chicago
- · Richmond Retirement System
- · Sacramento County ERS
- · San Diego City Employees' Retirement System
- · Teachers' Retirement System of Louisiana
- Tulare County Employees' Retirement Association
- · Washington State Investment Board

As of December 31, 2022.

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# **Strategy Overview**



# Assets Under Management

# U.S. Growth & Core Equity Strategies

#### \$19.0 billion in assets under management

As of December 31, 2022

U.S. Equity Sustainability	\$57 million	David Fording, CFA
All Cap Growth	\$358 million	David Fording, CFA
AUA <sup>1</sup>	\$78 million	
Large Cap Growth	\$5.1 billion	James Golan, CFA
AUA <sup>1</sup>	\$2.1 billion	David Ricci, CFA
Mid Cap Growth	\$33 million	Dan Crowe, CFA
		Jim Jones, CFA
Small-Mid Cap Growth	\$9.8 billion	Dan Crowe, CFA
(Closed 3/18)		Jim Jones, CFA
Small-Mid Cap Core	\$1.8 billion	Dan Crowe, CFA
		Ward Sexton, CFA
Small Cap Growth	\$1.9 billion	Ward Sexton, CFA
		Mark Thompson, CFA

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<sup>&</sup>lt;sup>1</sup>Assets under advisement (AUA) are in addition to assets under management and consist of assets managed by third parties in accordance with model portfolios provided by William Blair. William Blair does not have investment discretion or trading authority over these assets.

## SMID Core Portfolio Team

#### Portfolio Management

#### Dan Crowe, CFA, Partner 24 years in industry 12 years at William Blair BS, University of Illinois

#### Ward Sexton, CFA, Partner 24 years in industry 24 years at William Blair MBA, University of Chicago

BS, University of Illinois

#### Portfolio Specialists

#### Aden Gebeyehu 8 years in industry 6 years at William Blair BS, University of Illinois

#### Robert Lanphier, Partner 35 years in industry 35 years at William Blair MBA, Northwestern Univ. BS, Purdue University

#### Tara Patock, CFA, Partner 18 years in industry 9 years at William Blair MBA, University of Chicago BBA, Loyola University

#### Aaron Socker 12 years in industry <1 year at William Blair BS, Marquette University

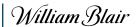
# Head of U.S. Growth & Core Team and DoR

#### Patrick Quinn, CFA, Partner 22 years in industry 18 years at William Blair MBA, University of Chicago BS, Indiana University

Research Analysts								
	Consumer	Financials	Health Care	Industrials	Information Technology	Resources		
U.S. Large Cap	Nancy Aversa, CFA, Partner 27 years in industry 7 years at William Blair	<b>Mark Lane, Partner</b> 31 years in industry	Yan Krasov, CFA, Partner 20 years in industry 16 years at William Blair	Yan Krasov, CFA, Partner	James Golan, CFA, Partner 35 years in industry 23 years at William Blair	<b>Chris Sweeney, CFA</b> 9 years in industry 9 years at William Blair		
U.S. Mid Cap	<b>Catriona Duncan, CFA</b> 15 years in industry 3 years at William Blair	25 years at William Blair Steve Livingston, CFA,	Steve Livingston, CFA,	Trav 15 y	Travis Cope, Partner 15 years in industry 15 years at William Blair	Paul Galat 23 years in industry 4 years at William Blair	Nabil Elsheshai, CFA 17 years in industry 2 years at William Blair	Nick Zimmerman, CFA, Partno
U.S. Small Cap	<b>Brad Ernst, CFA</b> 10 years in industry 2 years at William Blair	19 years in industry 17 years at William Blair	Kurt Wiese, CFA, CPA, Partner 25 years in industry 23 years at William Blair	Simon McGrotty 14 years in industry 7 years at William Blair	Corey Tobin, Partner 24 years in industry 20 years at William Blair	- 19 years in industry 5 years at William Blair		
	Henry Baby, CFA, Partner U.S. Small Cap Generalist 18 years in industry 8 years at William Blair		Chris Ehley, CFA U.S. Small Cap Generalist 15 years in industry 12 years at William Blair		Nate Mendes, CFA U.S. Large Cap Core General 21 years in industry <1 year at William Blair	ist		
U.S. All Cap Sustainability Analyst								
			Shivani Patel 6 years in industry 2 years at William Blair					

Research Associates (11)

Analysts average 19 years industry experience and 10 years at William Blair. As of January 2023. 
<sup>1</sup>Shivani Patel works directly with all research analysts on ESG integration.



# **Investment Philosophy**

We seek to invest in quality companies when they are undervalued.

## **Durable Business Franchises**

- Strong management
- Sustainable business model
- Solid financials

# Mispriced Quality - Market Inefficiencies We Seek to Exploit

#### **Traditional Quality**

A better company than the market expects

- Superior relative growth
- More durable returns on capital

#### **Fallen Quality**

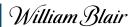
Short term issue

- · Growth is non-linear
- Market overreacts
- Deep company knowledge

#### **Undiscovered Quality**

Not broadly known or understood

- Insufficient analyst coverage
- Company change/evolution



#### SMID Core Investment Process

#### Investable Universe

≈2,000 companies primarily below the high end of the Russell 2500 Index

#### **Eligibility List**

650-850 potential durable business franchises

#### Research Agenda

15-25 high priority investment ideas at any given time

Live, working document that serves as a roadmap for company research

#### **Buy List**

125-175 fully vetted stock opportunities

Portfolio

65-95 holdings

# U

#### Screening for Potential Durable Business Franchises

#### **Institutional Knowledge**

 Analyst and PM networks and experience

#### **Quantitative Screens**

Preliminary Bottom-up Analysis

#### Identify Potential Candidates for Deeper Research

- Sourced by analysts and PMs via internal and external networks, conferences, screens
- Investigated by the analyst or PM through company filings, internal and external discussions
- Highest priority ideas nominated for the Research Agenda

#### Thorough Fundamental Analysis

#### **Iterative Process**

3

- Analyst led with PM research engagement
- Weekly team meetings, daily interaction
- Analyst produces research report, assigns stock rating and ESG rating

#### **Intensive Due Diligence**

- · Company assessment
  - Company visits, management meetings, independent checks
- Valuation assessment
  - Understand perceived business quality and long term fundamental expectations discounted in stock price

#### Portfolio Construction & Risk Control

#### Portfolio Construction

 PM team decision with analyst input

#### Risk Control

- · Absolute: continually
- Benchmark relative: monthly

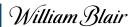
#### Portfolio Monitoring & Sell Discipline

#### **Monitoring**

 Continual research and monitoring by PMs and analysts

#### **Sell Discipline**

 PM team decision with analyst input



# **Investment Process – Company Assessment**

**Identifying Durable Business Franchises** 

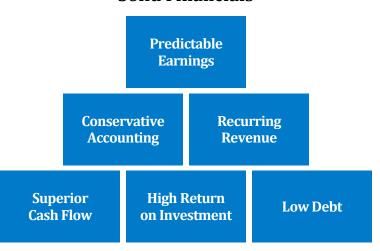
#### **Strong Management**



#### **Sustainable Business Model**

# Market Opportunity Leadership in its Field Value-Added Products & Services Flexible Pricing High Barriers to Entry Sustainable Competitive Advantages

#### **Solid Financials**



# **Investment Process – Valuation Assessment**

We apply a valuation discipline to our buy and sell decisions. Some of the metrics include:

- Stock relative to its historical valuation
- Stock relative to its peer group
- Stock relative to the market
- Stock relative to other companies with similar financial characteristics
- Does the market price reflect our view of the company's long-term fundamentals?
- *Is the risk/reward favorable?*

#### **Investment Process**

## Small-Mid Cap Core Portfolio Construction and Risk Control

#### **Portfolio Construction**

#### **Position Size Parameters**

Typical Initial Position 0.5–1.25%

Position Limit at Market 5%

Portfolio Holdings 65–95

#### **Market Cap Range**

Primarily within the range of the Russell 2500 Index at time of purchase

#### **Sector Weight Parameters**

Sector weights are generally .5x to 2x the benchmark weights of the major economic sectors

#### **Risk Control**

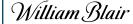
#### **Absolute**

- · Best possible understanding of company
- · Valuation discipline
- Position size management

#### **Benchmark Relative**

- Sector, industry and market cap weights
- Barra multi-factor risk analysis
- Internally-developed quantitative models

Sector weights may vary over time as benchmark index weights shift. The data shown above is taken from a representative account managed to the same strategy as the Fund. Calculated in FactSet based on Global Industry Classification Sectors (GICS).



# Investment Process – Sell Discipline

#### Are fundamentals intact?

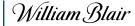
- Change in management
- Change in competitive environment
- Change in company strategy
- Change in growth rate

#### Is valuation attractive?

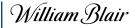
- Absolute and relative multiples
- Relative to other companies with similar financial characteristics

# Are portfolio construction parameters met?

• Positions outside of parameters



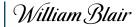
# Portfolio Characteristics and Performance



# SMID Core Portfolio Characteristics December 31, 2022

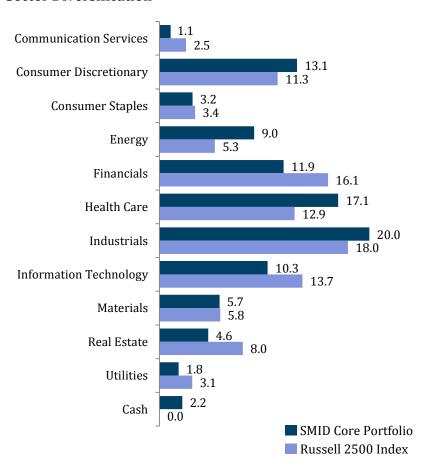
	SMID Core Portfolio	Russell 2500 Index
Quality		
Return on Invested Capital	9.2%	6.9%
Free Cash Flow Margin	9.8%	7.8%
Debt to Total Capital	45.4%	44.2%
Growth		
EPS Growth Rate (3-year historic)	18.8%	17.3%
EPS Growth Rate (5-year historic)	20.1%	16.3%
Valuation		
P/E (1-year forecast)	16.3x	15.7x
Capitalization (\$B)		
Weighted Average Market Cap	\$6.7	\$6.0
Weighted Median Market Cap	\$5.5	\$5.2
Portfolio Positions		
Number of Securities	87	2,448

 $Calculated \ by \ William \ Blair. \ The \ data \ shown \ above \ is \ based \ on \ the \ strategy's \ representative \ portfolio.$ 



# SMID Core Portfolio Composition December 31, 2022

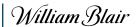
#### **Sector Diversification**



#### **Top Holdings**

	% In Portfolio	% In Index
BWX Technologies Inc.	2.42	0.10
Axon Enterprise Inc.	2.31	0.22
TechnipFMC plc	2.06	
Whitecap Resources Inc.	2.04	
Merit Medical Systems Inc.	2.04	0.08
Cameco Corp.	2.03	
Casella Waste Systems Inc.	2.01	0.08
Willscot Mobile Mini Holding	1.98	0.18
Builders FirstSource Inc.	1.95	0.18
National Vision Holdings Inc.	1.88	0.06
Idacorp Inc.	1.83	0.10
Acadia Healthcare Co. Inc.	1.80	0.14
Crown Holdings Inc.	1.78	0.18
Chemed Corp.	1.68	0.14
Western Alliance Bancorp	1.60	0.12
Total	29.40	1.58

Sector diversification calculated in Eagle based on Global Industry Classification Sectors (GICS). Top holdings include cash. The data shown above is based on the strategy's representative portfolio. Individual securities listed in this report are for informational purposes only. Holdings are subject to change at any time. This information does not constitute, and should not be construed as, investment advice or recommendations with respect to the securities listed. Weights shown are percentages of total net assets. Sector weights may vary over time as benchmark index weights shift.



# SMID Core Strategy

# Performance for periods ending December 31, 2022

					Allilualizeu
					Strategy Inception
Composite Performance (%)	Qtr	1 Yr	3 Yr	5 Yr	(Jun 1 17)
SMID Core (Gross of fees)	9.47	-17.01	8.53	9.07	10.29
SMID Core (Net of fees)	9.24	-17.71	7.61	8.12	9.32
Russell 2500 Index	7.43	-18.37	5.00	5.89	7.58
Relative Performance (Gross of fees)	2.05	1.36	3.53	3.18	2.71
Relative Performance (Net of fees)	1.81	0.65	2.61	2.23	1.74

		Annualized
		Strategy Inception
Risk (Standard Deviation %) <sup>1</sup>	5 Yr	(Jun 1 17)
SMID Core (Gross of fees)	21.33	20.29
SMID Core (Net of fees)	21.32	20.28
Russell 2500 Index	22.38	21.29

Annual Composite Performance (%)	2022	2021	2020	2019	2018	2017 <sup>2</sup>
SMID Core (Gross of fees)	-17.01	28.23	20.13	29.68	-6.90	11.96
SMID Core (Net of fees)	-17.71	27.15	19.12	28.53	-7.78	11.34
Russell 2500 Index	-18.37	18.18	19.99	27.77	-10.00	12.98
Relative Performance (Gross of fees)	1.36	10.05	0.14	1.92	3.10	-1.02
Relative Performance (Net of fees)	0.65	8.96	-0.88	0.77	2.22	-1.64

Past performance is not indicative of future returns. Performance is shown in U.S. dollar unless otherwise noted. Returns for periods greater than one year are annualized. Performance results assume the reinvestment of dividends and capital gains and are net of transaction costs. Net investment performance represents the deduction of a model fee equal to the highest separate account management fee. Investment management fees are described in William Blair's Form ADV Part 2A. The Russell 2500 Index is an unmanaged index registered to Russell/Mellon. It measures the performance of the 2500 smallest companies in the Russell 3000 Index. It is a capitalization-weighted index as calculated by Russell on a total return basis with dividends reinvested. Investing in smaller companies involves special risks, including higher volatility and lower liquidity. Please see GIPS Composite Report in appendix for a complete description of the composite.

Annualizad



<sup>&</sup>lt;sup>1</sup>Annualized standard deviation of monthly returns.

<sup>&</sup>lt;sup>2</sup>Partial year performance from June 1 to December 31, 2017.

# Benefit From Quality Factors was Muted in 2022

## Compared to historic periods of EPS estimate declines

Historically, as illustrated in the table below, the highest quintiles of various quality factors have generally outperformed the lowest quintiles during periods in which forward-looking earnings estimates have declined. In 2022, quality factors did not provide their typical down-market benefit.

S&P 1000 Factor Performance (Q1-Q5)

Peak In	Trough In			Asset			Interest
NTM EPS	NTM EPS	ROA	ROE	Turnover	FCF to EV	EPS Growth	Coverage
Sep-00	Nov-01	7.3%	1.5%	24.6%	34.4%	6.3%	12.1%
Oct-07	May-09	11.4%	4.2%	20.8%	22.7%	15.4%	6.0%
Sep-14	Mar-16	10.8%	10.5%	5.9%	7.8%	3.4%	10.6%
Feb-20	May-20	11.9%	9.0%	6.4%	4.1%	3.2%	9.5%
	Hit Rate	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
	Average	10.4%	6.3%	14.4%	17.3%	7.1%	9.6%
Full Year 2	2022						
Jan-22	Dec-22	-2.0%	-0.6%	-6.0%	7.8%	3.4%	10.1%

As of December 2022.

Source: Piper Sandler & Co, William Blair.

Past performance is not indicative of future returns. The S&P 1000® Index combines the S&P MidCap 400® and the S&P SmallCap 600® to form a benchmark for the mid- to small-cap segment of the U.S. equity market. A direct investment in an unmanaged index is not possible.



# **SMID Core Attribution**

#### December 31, 2022

#### **QTD Contributors**

- Top contributors: Burlington Stores (Consumer Discretionary), Axon Enterprise (Industrials), TechnipFMC (Energy), Sylvamo (Materials) and Horizon Therapeutics (Health Care)
- Health Care and Consumer were positive relative contributors
- Our typical underweight to companies without earnings was a tailwind

#### **QTD Detractors**

 Top detractors: Chart Industries (Industrials), Owens & Minor (Health Care), Cameco (Energy), Verra Mobility (Information Technology) and Western Alliance Bancorp (Financials)

#### 2022 Contributors

- Top contributors: New Fortress Energy (Energy), TechnipFMC (Energy), Whitecap Resources (Energy), Axon Enterprise (Industrials) and Merit Medical (Health Care)
- Health Care and Energy were positive relative contributors
- Our typical underweight to companies without earnings was a tailwind

#### 2022 Detractors

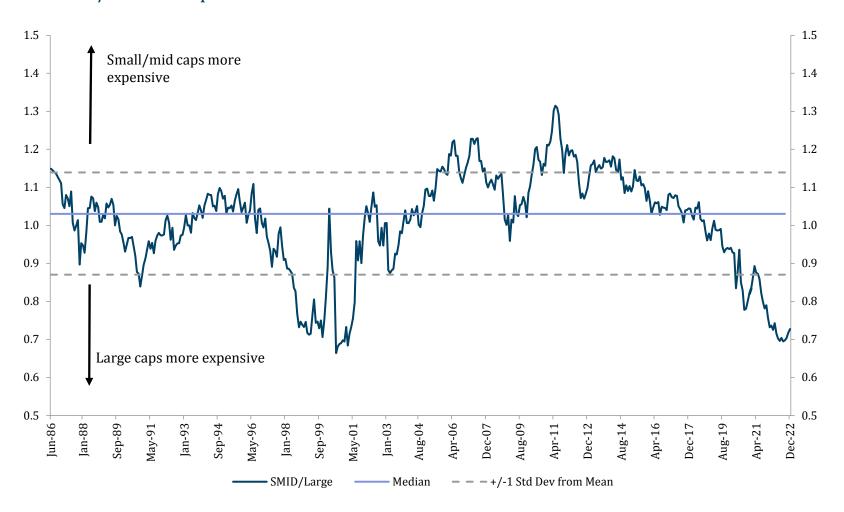
- Top detractors: Owens & Minor (Health Care), Kornit Digital (Industrials), Trex Company (Industrials), Coupa Software (Information Technology) and Western Alliance Bancorp (Financials)
- Financials and Consumer Discretionary were relative detractors
- Among companies with earnings, quality factors did not provide their typical down-market benefit

Source: William Blair, Proprietary attribution system.

Past performance is not indicative of future returns. The above information is based on the strategy's representative portfolio. Holdings are subject to change at any time. References to specific securities and their issuers are for illustrative purposes only and are not intended and should not be interpreted as recommendations to purchase or sell such securities. William Blair may or may not own the securities referenced and, if such securities are owned, no representation is being made that such securities will continue to be held. The above securities do not represent all of the securities purchased, sold or recommended for all William Blair clients.



# Relative Forward P/E: Small-Mid vs. Large Russell 2500/Russell Top 200



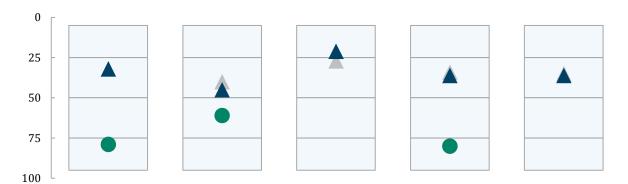
As of December 31, 2022.

Source: Bank of America Merrill Lynch. Valuation methodology excludes unprofitable companies. The Russell Top 200 Index is an unmanaged index registered to Russell/Mellon. It measures the performance of the 200 largest companies in the Russell 3000 Index. It is a capitalization-weighted index as calculated by Russell on a total return basis with dividends reinvested. The Russell 2500 Index is an unmanaged index registered to Russell/Mellon. It measures the performance of the 2500 smallest companies in the Russell 3000 Index. It is a capitalization-weighted index as calculated by Russell on a total return basis with dividends reinvested. A direct investment in an unmanaged index is not possible.



## SMID Core

## Performance Statistics – Five Years Ending December 31, 2022



eVestment Alliance Small-Mid Cap Core Equity Univers	e	Annualized Return	Percentile Rank	Annualized Standard Deviation	Percentile Rank	Information Ratio	Percentile Rank	Sharpe Ratio	Percentile Rank	Annualized Alpha	Percentile Rank
SMID Core Composite (Gross of fees)	<b>A</b>	9.07	32	21.51	45	0.66	21	0.36	36	3.36	36
SMID Core Composite (Net of Fees)		8.12	32	21.50	40	0.46	27	0.32	34	2.45	35
Russell 2500 Index		5.89	79	22.57	61			0.21	80		
Number of Constituents in Universe (Gross of fees)		77									
Number of Constituents in Universe (Gross of fees)		63									

 $eVestment\ Alliance\ U.S.\ Small-Mid\ Cap\ Core\ Universe\ data\ generated\ on\ January\ 19,2023.$ 

Composite inception June 1, 2017. Performance shown is calculated in U.S. dollar, unless otherwise noted.

eVestment Alliance U.S. Small-Mid Cap Core Universe – U.S. Equity products that invest primarily in small and mid capitalization stocks. The expected benchmark for this universe would be the Russell 2500 Index. Managers in this category will typically indicate a "Primary Capitalization Emphasis" equal to Small-Mid Cap and a "Primary Style Emphasis" equal to Core. eVestment Alliance standard deviation reflects annualized calculation of quarterly returns. Peer universe performance data run for separate account vehicles only. Gross of fees performance metrics are compared against peers gross of fees data only. Net of fees performance metrics are compared against peers net of fees only.

Past performance is not indicative of future returns. Performance is shown in U.S. dollar unless otherwise noted. Returns for periods greater than one year are annualized. Performance results assume the reinvestment of dividends and capital gains and are net of transaction costs. Net investment performance represents the deduction of a model fee equal to the highest separate account management fee. Investment management fees are described in William Blair's Form ADV Part 2A. The Russell 2500 Index is an unmanaged index registered to Russell/Mellon. It measures the performance of the 2500 smallest companies in the Russell 3000 Index. It is a capitalization-weighted index as calculated by Russell on a total return basis with dividends reinvested. Investing in smaller companies involves special risks, including higher volatility and lower liquidity. Please see GIPS Composite Report in appendix for a complete description of the composite. Please refer to the performance summary slide for complete performance information.



# Appendix



# Holdings: SMID Core December 31, 2022

	Portfolio Weight	Benchmark Weight		Portfolio Weight	Benchmark Weight		Portfolio Weight	Benchmark Weight
COMMUNICATION SERVICES	1.06	2.53	FINANCIALS (continued)	Weight	Weight	INDUSTRIALS (continued)	Weight	Weight
Ziprecruiter Inc-A	0.62	0.02	Lpl Financial Holdings Inc	1.28	0.33	Acv Auctions Inc-A	0.72	0.02
Live Nation Entertainment In	0.44	0.00	Columbia Banking System Inc	1.23	0.05	Trex Company Inc	0.68	0.09
CONSUMER DISCRETIONARY	13.13	11.29	Hannon Armstrong Sustainable	1.06	0.05	Shoals Technologies Group -A	0.62	0.07
National Vision Holdings Inc	1.88	0.06	Pacwest Bancorp	0.80	0.05	Douglas Dynamics Inc	0.61	0.02
Grand Canyon Education Inc	1.38	0.06	Ares Management Corp - A	0.63	0.00	Lincoln Electric Holdings	0.56	0.16
Burlington Stores Inc	1.38	0.00	Carlyle Group Inc/The	0.52	0.12	INFORMATION TECHNOLOGY	10.32	13.66
Pool Corp	1.10	0.22	Goosehead Insurance Inc -A	0.45	0.01	Verra Mobility Corp	1.56	0.04
Wyndham Hotels & Resorts Inc	1.04	0.12	HEALTH CARE	17.06	12.90	Euronet Worldwide Inc	1.26	0.09
Skyline Champion Corp	1.02	0.05	Merit Medical Systems Inc	2.04	0.08	Solaredge Technologies Inc	1.09	0.00
Signet Jewelers Ltd	0.79	0.06	Acadia Healthcare Co Inc	1.80	0.14	Dynatrace Inc	1.08	0.15
Fox Factory Holding Corp	0.76	0.07	Chemed Corp	1.68	0.14	Nice Ltd - Spon Adr	0.90	0.00
Aramark	0.73	0.18	Encompass Health Corp	1.51	0.11	Ambarella Inc	0.90	0.06
Adt Inc	0.72	0.04	Owens & Minor Inc	1.47	0.03	Cognex Corp	0.81	0.16
Leslie's Inc	0.67	0.04	Globus Medical Inc - A	1.47	0.11	Entegris Inc	0.68	0.19
Bright Horizons Family Solut	0.65	0.07	Penumbra Inc	1.41	0.15	Alarm.Com Holdings Inc	0.61	0.05
Revolve Group Inc	0.52	0.02	Halozyme Therapeutics Inc	1.32	0.15	Mks Instruments Inc	0.53	0.09
Boot Barn Holdings Inc	0.49	0.04	Certara Inc	1.00	0.04	Pure Storage Inc - Class A	0.50	0.15
CONSUMER STAPLES	3.15	3.39	Allscripts Healthcare Soluti	0.78	0.04	Wolfspeed Inc	0.41	0.16
Inter Parfums Inc	1.20	0.03	Azenta Inc	0.77	0.08	MATERIALS	5.73	5.79
Performance Food Group Co	1.20	0.17	Repligen Corp	0.72	0.18	Crown Holdings Inc	1.78	0.18
Primo Water Corp	0.75	0.05	Steris PLC	0.56	0.00	Sylvamo Corp	1.15	0.03
ENERGY	9.03	5.29	Horizon Therapeutics PLC	0.54	0.00	Cf Industries Holdings Inc	1.06	0.00
Technipfmc PLC	2.06	0.00	INDUSTRIALS	20.03	17.99	Eagle Materials Inc	0.96	0.09
Whitecap Resources Inc	2.04	0.00	Bwx Technologies Inc	2.42	0.10	Berry Global Group Inc	0.79	0.15
Cameco Corp	2.03	0.00	Axon Enterprise Inc	2.31	0.22	REAL ESTATE	4.64	7.96
Denbury Inc	1.02	0.08	Casella Waste Systems Inc-A	2.01	0.08	Healthcare Realty Trust Inc	1.44	0.14
New Fortress Energy Inc	0.98	0.05	Willscot Mobile Mini Holding	1.98	0.18	Equity Lifestyle Properties	1.38	0.22
Green Plains Inc	0.90	0.03	Builders Firstsource Inc	1.95	0.18	Americold Realty Trust Inc	1.36	0.15
FINANCIALS	11.85	16.09	Chart Industries Inc	1.59	0.09	Pebblebrook Hotel Trust	0.46	0.03
Western Alliance Bancorp	1.60	0.12	Mercury Systems Inc	1.47	0.04	UTILITIES	1.83	3.12
East West Bancorp Inc	1.55	0.18	Brink's Co/The	1.25	0.05	Idacorp Inc	1.83	0.10
Virtu Financial Inc-Class A	1.46	0.04	Energy Recovery Inc	1.05	0.02	Cash	2.18	0.00
Wintrust Financial Corp	1.28	0.10	Agco Corp	0.82	0.17	Total	100.00	100.00

The data shown above is based on the strategy's representative portfolio. Holdings include cash. Individual securities listed in this report are for informational purposes only. Holdings are subject to change at any time. This information does not constitute, and should not be construed as, investment advice or recommendations with respect to the securities listed.



# SMID Core Fee Schedule

# Separate Account Annual Investment Management Fee

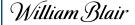
Account Size	SMID Core
First \$25 million	0.85%
Next \$25 million	0.75%
Next \$50 million	0.70%
Next \$100 million	0.65%
Over \$200 million	0.60%

Minimum Account Size: \$10 million

Mutual Fund Available: Small-Mid Cap Core Fund (Class I WBCIX; Class R6 WBCRX)

Collective Investment Trust (CIT) Available

All separate account fees shown are annual, payable quarterly in arrears, based on the appraised total market value of the account(s) including accrued interest and dividends but excluding the current anticipated balance invested with any other William Blair strategy.



# Biographies - SMID Core Team

#### Dan Crowe, CFA, Partner

Dan Crowe, CFA, partner, is a portfolio manager on William Blair's Mid Cap Growth, Small-Mid Cap Growth, and Small-Mid Cap Core strategies. Previously, he was an associate portfolio manager on the firm's Mid Cap Growth strategy, and a research analyst, where he focused on all sectors across the U.S. small-cap space. Before joining William Blair as a generalist research analyst in May 2011, Dan was a midcap portfolio manager at Pyramis Global Advisors and a portfolio manager and analyst at The Boston Company/Founders Asset Management. He began his career as a generalist analyst at Marsico Capital Management. Dan is a member of the CFA Institute and the CFA Society Chicago. He received a B.S. in mechanical engineering from the University of Illinois at Urbana-Champaign.

#### Ward Sexton, CFA, Partner

Ward Sexton, CFA, partner, is a portfolio manager on William Blair's Small Cap Growth and Small-Mid Cap Core strategies. Previously, he was an associate portfolio manager on William Blair's Small Cap Growth strategy and a research analyst. He joined the team in 2001 and covered resource, financial, and consumer companies during his time as an analyst. He joined William Blair in 1999, initially working in the firm's corporate finance group for two years. Ward is a member of the CFA Institute and the CFA Society Chicago. He received a B.S. in finance, with honors, from the University of Illinois Urbana-Champaign and an M.B.A., with high honors, from the University of Chicago's Booth School of Business.

#### Robert Lanphier, Partner

Rob Lanphier, partner, is a portfolio specialist for William Blair's U.S. growth and core equity strategies. Previously, he was a portfolio manager on William Blair's Mid Cap Growth, Small-Mid Cap Growth, and Small-Mid Cap Growth strategies. He co-founded the Mid Cap Growth strategy in 1997 and the Small-Mid Cap Growth strategy in 1998. Before that, he was with William Blair's sell-side institutional sales group for eight years. He joined William Blair in 1987. Before joining the investment industry, Rob was with Emerson Electric Corporation for nearly six years. He received a B.S., with honors, from Purdue University and an M.B.A. from Northwestern University's Kellogg Graduate School of Management.

#### Tara Patock, CFA, Partner

Tara Patock, CFA, partner, is a portfolio specialist for William Blair's U.S. growth and core equity strategies. She is also a member of the ESG leadership team for William Blair Investment Management. Before joining the firm in 2013, she was a consultant with Pavilion Advisory Group. Before joining Pavilion, she was a registered sales associate with Oppenheimer & Co. Tara is a member of the CFA Institute and the CFA Society Chicago. In addition, she holds the SASB Fundamentals of Sustainability Accounting (FSA) credential. Tara received a B.B.A., summa cum laude, in economics and finance from Loyola University Chicago and an M.B.A., with honors, from the University of Chicago's Booth School of Business.

#### Patrick Quinn, CFA, Partner

Patrick Quinn, CFA, partner, is the director of research and head of the U.S. growth and core equity strategies for William Blair Investment Management. He is also a member of the leadership team for William Blair Investment Management and sits on the firm's extended leadership group. Before joining William Blair in 2004, Patrick was an institutional equity trader with Strong Capital Management. He is a member of the CFA Institute and CFA Society Chicago. Patrick received a B.S. in accounting and finance from Indiana University and an M.B.A. with honors from the University of Chicago's Booth School of Business.

#### **Aaron Socker**

Aaron Socker is a portfolio specialist for William Blair's U.S. growth and core equity strategies. Before joining the firm in 2022, he spent six years as a portfolio specialist at Allspring Global Investments (formerly Wells Fargo Asset Management), covering emerging markets equity and U.S. core equity strategies. Before that, he spent five years as a research analyst at Allspring, covering U.S. small- and mid-cap companies across sectors. He began his career as an associate on Allspring's U.S. growth equity team. Aaron received a B.S. in corporate finance from Marquette University, where he participated in the Applied Investment Management program.

#### Aden Gebeyehu

Aden Gebeyehu is an associate portfolio specialist for William Blair's U.S. growth and core equity strategies. She joined William Blair in 2017 as a research administrator before becoming an associate portfolio specialist in 2019. Before joining the firm, she was a research coordinator with Robert W. Baird. Aden received a B.S. in biology from the University of Illinois at Urbana-Champaign.



# Biographies – U.S. Growth & Core Equity Research Team

#### Nancy Aversa, CFA, Partner

Nancy Aversa, CFA, partner, is a research analyst at William Blair Investment Management. She focuses on U.S. large-cap consumer companies. Before joining William Blair in 2015, Nancy worked in the research department and on the portfolio teams of Federated Investors for 10 years. During her time at Federated, Nancy covered a broad range of U.S. consumer cyclicals and consumer staples equities for both long-only and short-only portfolio strategies. Before that, she was a consumer research analyst with Victory Capital Management. Nancy started her career in investment banking with McDonald Investments. She is a member of the CFA Institute and the CFA Society Chicago. Nancy received a B.Com. from the University of Windsor and an M.B.A. from the University of Windsor.

#### Henry Baby, CFA, Partner

Henry Baby, CFA, partner, is a U.S. small-cap generalist research analyst at William Blair Investment Management. He joined William Blair in December 2014 after running his own firm, Six Corners Capital, for more than five years. Previously, Henry was an equity analyst at RMB Capital Management and Holland Capital Management in Chicago. He is a member of the CFA Institute and the CFA Society Chicago. Henry received a B.S. in finance from Boston College and an M.B.A. from the University of Chicago's Booth School of Business.

#### Travis Cope, Partner

Travis Cope, partner, is a research analyst with William Blair Investment Management. He focuses on U.S. mid-cap healthcare companies. He joined William Blair in 2008 as a U.S. research associate, before becoming an analyst in 2011. Travis was also a generalist analyst covering emerging market small-cap companies and non-U.S. small-cap resources companies. Before joining the firm, he was an analyst at Macquarie Bank in Chicago, where he engaged in corporate restructuring advisory activity. Travis received an M.A. in international relations and modern history from the University of St. Andrews in Scotland.

#### Catriona Duncan, CFA

Catriona Duncan, CFA, is a research analyst at William Blair Investment Management. In this role, she focuses on U.S. mid-cap consumer companies. Before joining William Blair, Catriona was an equity analyst at Columbia Threadneedle Investments where she covered the consumer and communication services sectors. Before that, she was a vice president on the U.S. growth team at Piper Jaffray and a senior analyst in public equity investments at Morgan Creek Capital Management. Catriona is a member of the CFA Institute and CFA Society Chicago. She received a B.A. in government from Harvard University and an M.B.A., with honors, from the University of Chicago's Booth School of Business.

#### Christopher Ehley, CFA

Christopher Ehley, CFA, is a U.S. small-cap generalist research analyst at William Blair Investment Management. Previously, he was an equity research associate on the U.S. equity team. Before joining the firm in 2011, Christopher was an equity analyst at Busey Wealth Management. He is a CFA charterholder. Christopher received a B.A. in finance and economics from the University of Illinois and an M.B.A. from the University of Chicago's Booth School of Business.

#### Nabil Elsheshai, CFA

Nabil Elsheshai, CFA, is a research analyst at William Blair Investment Management. He focuses on U.S. mid-cap technology companies. Nabil has extensive industry experience. Before joining William Blair in 2020, he held analyst positions on the buy side at Thrivent Financial, where he covered software, IT services, and internet companies, and the sell side at Pacific Crest Securities (now Keybank), where he covered infrastructure and analytics software. Nabil also held senior finance roles at Teradata and senior product management roles at Oracle, Informatica, and other technology companies. He is a member of the CFA Institute and CFA Society of San Diego. Nabil received a B.A. in engineering science from Vanderbilt University and an M.S. in industrial engineering from the Georgia Institute of Technology.

#### **Brad Ernst, CFA**

Brad Ernst, CFA, is a research analyst at William Blair Investment Management. He focuses on U.S. small-cap consumer companies. Before joining William Blair in 2021, Brad was a research analyst at Columbia Wanger Asset Management for six years, where he covered healthcare and consumer companies. He was also an equity analyst summer intern at Capital Group during business school. Before transitioning to investment management, Brad held various financial analyst roles at Accretive Health, a hospital revenue cycle consulting firm. He is a member of the CFA Institute and CFA Society of Chicago. Brad received a B.A. in economics (with high honors) and mathematics from Colgate University and an M.B.A. from the University of Chicago's Booth School of Business.



# Biographies – U.S. Growth & Core Equity Research Team

#### **Paul Galat**

Paul Galat is a research analyst at William Blair Investment Management. In this role, he focuses on U.S. mid-cap industrials companies. Before joining the firm as a research analyst in 2019, he was the managing partner and founder of PDG Capital for three years. Before that, he was a managing director at Advisory Research, Inc. for four years. Paul received a B.S. in finance (with an emphasis on accounting) from Miami University and an M.B.A. (with an emphasis on finance) from Indiana University's Kelley School of Business.

#### James Golan, CFA, Partner

Jim Golan, CFA, partner, is a portfolio manager on William Blair's Large Cap Growth strategy and a research analyst covering U.S. large-cap technology stocks. From 2000 until 2005, when he assumed his current role, Jim was a research analyst focusing on financial, technology, industrial, and resource stocks. Before joining William Blair in 2000, he worked at Citigroup Global Asset Management, where he was a global research team leader for the telecommunications sector and a key member of the team that devised valuation metrics for standardizing the analysis of U.S. and international companies. Jim began his career at Kemper Financial as a research analyst covering telecommunications, technology, energy, industrial, food, and beverage companies. He is a member of the CFA Institute and the CFA Society Chicago. Jim received a B.A. in economics from DePauw University and an M.B.A. in finance from Northwestern University's Kellogg Graduate School of Management.

#### Yan Krasov, CFA, Partner

Yan Krasov, CFA, partner, is a research analyst at William Blair Investment Management. He focuses on U.S. large-cap industrials and healthcare companies. Before joining William Blair in September 2006, Yan spent four years at JPMorgan Securities in Chicago, where he began his career in the firm's institutional equity sales and private client services groups. He is a member of the CFA Institute and the CFA Society Chicago. In addition, he holds the SASB Fundamentals of Sustainability Accounting (FSA) credential. Yan received a B.S. in speech and economics from Northwestern University and an M.B.A. from the University of Chicago's Booth School of Business.

#### Mark Lane, Partner

Mark Lane, partner, is a research analyst with William Blair Investment Management. He focuses on U.S. financials across all market caps. From June 2013 to June 2017, Mark also served as the director of research for William Blair's U.S. growth equity strategies. Before that, he was a financials sector analyst with William Blair's sell-side research department, where he specialized in asset management, brokerage, exchanges, and investment banking. Before joining William Blair in 1998, Mark worked as a senior underwriter for The St. Paul Companies, where he analyzed specialty property-casualty insurance risks, and Goldman Sachs, where he worked as an analyst in the Chicago high-net-worth money-management group. Mark received a B.A. in economics from Northwestern University and an M.B.A. from the University of Chicago's Booth School of Business.

#### Stephen Livingston, CFA, Partner

Stephen Livingston, CFA, partner, is a research analyst at William Blair Investment Management. He focuses on small- and mid-cap real estate. Previously, he was an associate portfolio manager for William Blair's Small and Small-Mid Cap Value strategies. Before that, Stephen spent two years as a research associate on the U.S growth & core equity research team, covering the financials and industrials sectors. Before that, he was a research associate in William Blair's sell-side research group, covering the technology sector. Before joining William Blair in 2006, Stephen worked at both FTN Midwest and UBS. Stephen is a member of the CFA Institute and the CFA Society Chicago. He received a B.S.B.A. in finance from The Ohio State University and an M.B.A. from the University of Chicago's Booth School of Business.

#### **Simon McGrotty**

Simon McGrotty is a research analyst at William Blair Investment Management. In this role, he focuses on U.S. small-cap industrials companies. Before joining William Blair in July 2016, Simon was an equity research analyst covering European consumer and leisure companies at Davy Stockbrokers for five years. Before that, he was an investment analyst at Mediolanum Asset Management. Simon received a B.A. in economics from University College Dublin, an M.Sc. in finance and capital markets from Dublin City University, and an M.B.A. from the University of Chicago's Booth School of Business.

#### Nathan Mendes, CFA

Nathan Mendes, CFA, is a research analyst on the U.S. growth and core equity team at William Blair Investment Management. In this role, he focuses on large-cap core and value stocks across sectors. Before joining William Blair in 2022, Nathan worked at Balyasny, from 2021 to 2022, and Citadel, from 2011 to 2020, where he managed a factor neutral, long-short equity portfolio in the industrials sector at both firms. Before these roles, Nathan worked at Stephens, where he covered specialty retail for two years, and at RBC Global Asset Management, where he covered a small-cap portfolio for two years. He is a CFA charterholder and a member of the CFA Institute and CFA Society Chicago. Nathan received a B.S. in finance from the University of Illinois and an M.B.A. from Northwestern University's Kellogg School of Management.



# Biographies – U.S. Growth & Core Equity Research Team

#### Shivani Patel

Shivani Patel is a sustainability analyst on William Blair Investment Management's U.S. Growth and Core Equity team. In coordination with our other analysts, Shivani focuses on sustainability research and ESG engagement efforts across sectors and market capitalizations. Additionally, she supports our U.S. Equity Sustainability strategy. Shivani is also a member of the ESG leadership team for William Blair Investment Management. Before joining William Blair, Shivani was an associate director of responsible investing at RBC Global Asset Management, where she worked on developing the U.S. ESG strategy and served as an ESG subject matter expert. Before that, she was an associate in RBC's leadership development program. Shivani started her career focused on corporate strategy in the European media industry. She received a B.S. in psychology from McGill University and an M.B.A. concentrated in finance from the University of Toronto's Rotman School of Management.

#### Chris Sweeney, CFA

Chris Sweeney, CFA, is a research analyst at William Blair Investment Management. In this role, he focuses on U.S. large-cap resources companies and select industries within U.S. large-cap technology. Before joining William Blair as a research associate in June 2014, Chris was an economic content specialist at FactSet Research Systems. He is a member of the CFA Institute and CFA Society Chicago. Chris received a B.A. in economics from Yale University and an M.B.A. from the University of Chicago's Booth School of Business.

#### Corey Tobin, Partner

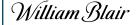
Corey Tobin, partner, is a research analyst for William Blair's U.S. growth and core equity strategies, focusing on U.S. small-cap technology companies. Corey also served as the team's codirector of research from 2017 to 2022. Before rejoining William Blair in 2012, he was the senior vice president of healthcare solutions and corporate planning for Trustwave Holdings, Inc., a provider of data security and compliance solutions. In this role, Corey led Trustwave's administrative and planning functions, such as its financial planning and analysis, human resources, sales operations, facilities, investor relations, and special projects areas. From 2001 through 2011, he served in William Blair's sell-side research group, focusing on specialty software and healthcare IT companies; in this role Corey was recognized by the Wall Street Journal, the Financial Times, and Forbes. Before joining William Blair, he was an associate at private-equity firm Willis Stein & Partners, an analyst in the M&A investment banking group of Merrill Lynch, and an associate in the financial advisory services practice at Coopers & Lybrand (now PricewaterhouseCoopers). Corey received a B.S. in business administration with high distinction from the University of Michigan; an M.B.A. from Northwestern University's Kellogg Graduate School of Management; and an M.S. in computer science with recognition from the University of Chicago.

#### Kurt Wiese, CFA, CPA, Partner

Kurt Wiese, CFA, CPA, partner, is a research analyst for William Blair Investment Management. He focuses on U.S. small-cap healthcare companies. Before joining the research team in 2001, he was a member of William Blair's corporate finance healthcare team, where he was engaged in all aspects of transaction execution. Before joining William Blair in 2000, Kurt worked in the Chicago audit practice of PricewaterhouseCoopers for two years. Kurt is actively involved in the Chicago community through his philanthropic work at the Chicago Jesuit Academy, a full-scholarship, college-prep middle school for underprivileged boys on Chicago's West Side. Kurt received a B.S. in accounting and finance from Indiana University and an M.B.A. from the University of Chicago's Booth School of Business. He was also a participant at the Center for Japanese Language and Culture at Nanzan University in Nagoya, Japan.

#### Nick Zimmerman, CFA, Partner

Nick Zimmerman, CFA, partner, is a research analyst for William Blair Investment Management. In this role, he focuses on U.S. small- and mid-cap resources companies. Before joining William Blair in 2017, Nick was an equity analyst at Holland Capital Management, where he covered energy, materials, aerospace and defense, and transportation companies. He is a member of the CFA Institute and the CFA Society Chicago. Nick received a B.S. in finance, with high honors, from the University of Illinois Urbana-Champaign and an M.S. in finance from the University of Wisconsin–Madison.



# Biographies

#### James J. White, Jr., Partner

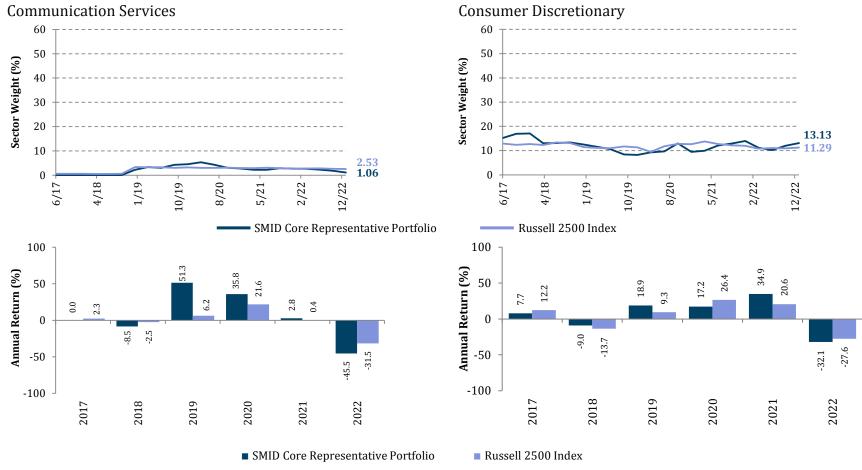
Jim White, partner, is responsible for consultant relations and institutional business development at William Blair Investment Management. He covers the Midwest and Southeast regions of the United States. He joined William Blair in 2010 with 24 years of experience in the institutional asset management industry. Before joining the firm, he was the U.S. head of consultant relationship management at UBS Global Asset Management, where he was responsible for servicing consulting organizations concentrating on global asset allocation, global equities, global bonds, alternative assets, and specific asset-class mandates. He is the head of the Southern Methodist University Chicago-area fundraising campaign, a member of the Southern Methodist University parent leadership committee, and a member of the National Council on Teacher Retirement's corporate advisory committee. Previously, he was a member of the American Youth Soccer Organization's board of directors for 15 years. Jim received a B.F.A. in journalism with a focus on advertising/public relations from Southern Methodist University, and an M.B.A. with a concentration in finance, marketing, and organizational behavior from Northwestern University's Kellogg Graduate School of Management.

#### Kelly Allison, CFA

Kelly Allison, CFA, is responsible for consultant relations and business development for William Blair Investment Management. She covers the Midwest and Southeast regions of the United States. Kelly rejoined William Blair in 2018 after working as a director of consultant relations at Northern Trust Asset Management. Before that, she was an associate on the business development team at William Blair. Previously, she worked as a performance and attribution analyst at PPM America and a senior associate at Mercer. Kelly is a member of the CFA institute and CFA Society Chicago. She received a B.S. in finance from Indiana University's Kelley School of Business.



# SMID Core Portfolio Sector Weights and Performance December 31, 2022



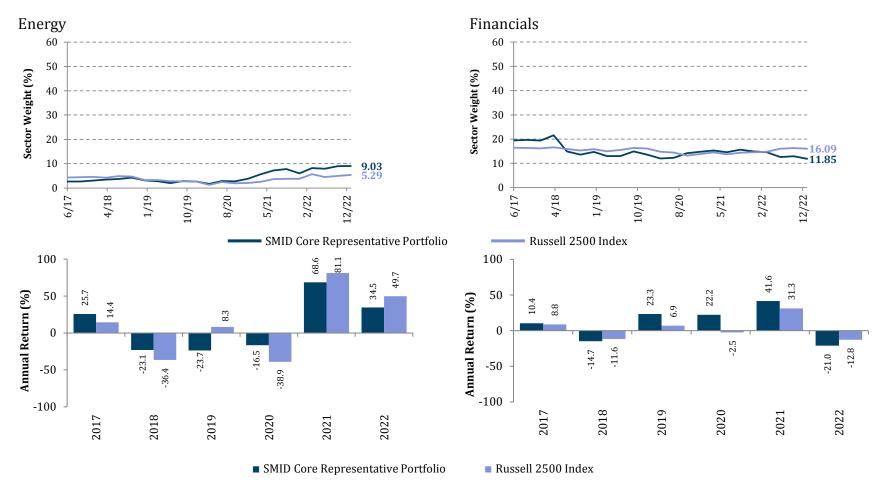
Sector weights calculated in Eagle based on Global Industry Classification Sectors (GICS). Attribution source: William Blair, Proprietary attribution system. Communication Services attribution for 2018 is from October 1, 2018-December 31, 2018.

Past performance is not indicative of future returns. Gross investment performance assumes reinvestment of dividends and capital gains, is gross of investment management fees and net of transaction costs. Performance results will be reduced by the fees incurred in the management of the account. The data shown above is based on the strategy's representative portfolio. Attribution by segment is based on estimated returns of equities held within the segments listed. Cash is a residual of the total sector allocation. Calculations are for attribution analysis only and are not intended to represent simulated performance history. The actual returns may be higher or lower. Please refer to the performance summary slide for complete performance information.



# SMID Core Portfolio Sector Weights and Performance

## December 31, 2022



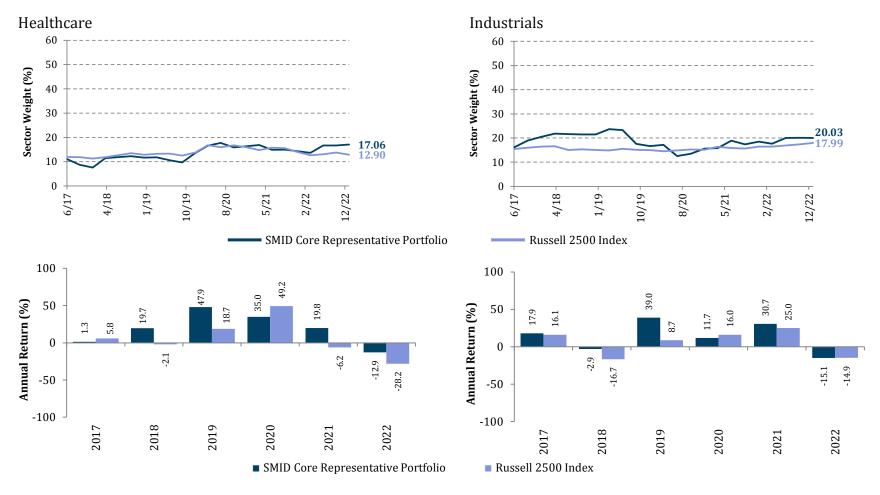
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# SMID Core Portfolio Sector Weights and Performance

# December 31, 2022

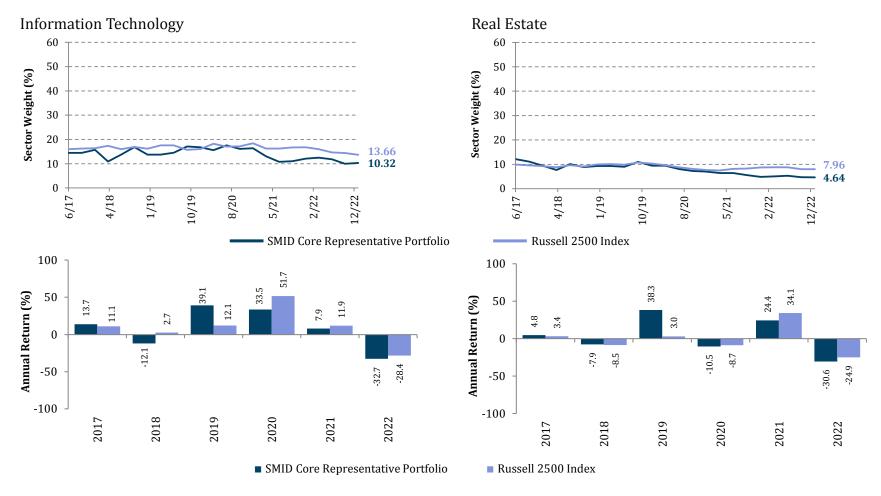


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# SMID Core Portfolio Sector Weights and Performance December 31, 2022



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# Glossary - Terms

Active Share: A measure of the percentage of stock holdings in a manager's portfolio that differ from the benchmark index

**Alpha:** A measure of a portfolio's return in excess of the market return, after both have been adjusted for risk. It is a mathematical estimate of the amount of return expected from a portfolio above and beyond the market return at any point in time. For example, an alpha of 1.25 indicates that a stock is projected to rise 1.25% in price in a year over the return of the market, or the return when the market return is zero. When an investment price is low relative to its alpha, it is undervalued, and considered a good selection.

**Beta:** A quantitative measure of the volatility of the portfolio relative to the overall market, represented by a comparable benchmark. A beta above 1 is more volatile than the overall market, while a beta below 1 is less volatile, and could be expected to rise and fall more slowly than the market.

**CFROIC (Cash Flow Return on Invested Capital):** A measure of how effectively a company generates cash flow based on legacy capital investment.

Convexity: A measure of the sensitivity of a fixed income investment's duration to changes in yield.

**Developed Markets:** Using the Morgan Stanley Capital International (MSCI) geographic definition, this region includes: United Kingdom, Europe (Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Netherlands, Norway, Spain, Sweden and Switzerland), Japan, Pacific Asia (Australia, Hong Kong, New Zealand, and Singapore) and the Western Hemisphere (Canada and other Americas).

**Debt to Total Capital Ratio**: This figure is the percentage of each company's invested capital that consists of debt. Companies with a high Debt to Total Capital level may be considered riskier. From a portfolio perspective, the portfolio Debt to Total Capital Ratio is a weighted average of the individual holdings' Debt to Total Capital Ratio.

Duration: A measure of the price sensitivity of a fixed income investment to a change in interest rates, stated in years.

Emerging Markets: Using MSCI's geographic definition, this region includes: Emerging Markets Asia (China, India, Indonesia, Malaysia, S Korea, Taiwan, and Thailand), Emerging Markets Europe, Mid-East and Africa (Czech Republic, Hungary, Poland, Russia, Turkey, Egypt, Morocco, and S Africa), and Latin America (Argentina, Brazil, Chile, Columbia, Mexico, Peru and Venezuela).

**EPS Estimate Revision Breadth:** A 1-month factor representing the trend in the direction of estimate changes. Range from  $\cdot 100\%$  to  $\cdot 100\%$ , it is calculated as the number of positive revisions minus the number of negative revisions divided by the total number of estimates.

EPS (Earnings Per Share) Growth Rate (Projected): This measure represents the weighted average of forecasted growth in earnings expected to be experienced by the stocks within the portfolio over the next year. From a portfolio perspective, the portfolio EPS Growth Rate is a weighted average of the individual holdings' EPS Growth Rate.

**EPS Growth Rate (5-Year Historic):** The weighted average earnings per share growth for stocks within the portfolio over the past 5 years.

EV/EBITDA (Enterprise Value/Earnings Before Interest, Taxes and Depreciation-Amortization): The EV/EBITDA ratio is useful for global comparisons because it ignores the distorting effects of individual countries' taxation policies. It's used to find attractive takeover candidates. Enterprise value is a better measure than market cap for takeovers because it takes into account the debt which the acquirer will have to assume. Therefore, a company with a low EV/EBITDA ratio can be viewed as a good takeover candidate.

**EV/IC:** (Enterprise Value/Invested Capital) Ratio: Enterprise Value (EV), which is market capitalization minus cash plus debt divided by Invested Capital (IC), which is the sum of common stock, preferred stock and long-term debt. This number will get you a simple multiple. If it is below 1.0, then it means that the company is selling below book value and theoretically below its liquidation value.

Frontier Markets: Less advanced capital markets in the developing world.

**FX:** In finance, an exchange rate is the rate at which one currency will be exchanged for another. It is also regarded as the value of one country's currency in relation to another currency.

**Information Ratio:** A measure of risk-adjusted return. The annualized excess return of the portfolio relative to a respective benchmark, divided by the annualized tracking error relative to that same benchmark. The higher the measure, the higher the risk-adjusted return.

Integrated: Constructs a portfolio of the top 20% of stocks based on William Blair's multi-factor composite model, which uses Earnings Trend, Momentum, Quality, and Valuation factors. The portfolio is rebalanced on a monthly basis and weights stocks based on relative market capitalization.

**Net Debt to EBITDA:** A measure of leverage calculated by taking interest bearing liabilities minus cash divided by earnings before interest, taxes, depreciation, and amortization.

**Option-Adjusted Spread (OAS):** A measure of the spread of a fixed income investment's yield relative to a benchmark, adjusted to take into account an embedded option.

**PBVn** (**Price/Book Value**) **Ratio:** The PBV Ratio measures the value of a company's common stock relative to its shareholder's equity. A price-to-book multiple above one means that the price of the company's common stock is higher than its common shareholder's equity. A price-to-book multiple below one means that the price of the company's common stock are less than its break-up value, and the shares may be undervalued.

PCF (Price/CashFlow): Some analysts favor the price/cash flow over the price-earnings (PE) ratio as a measure of a company's value. Cash flow is a measure of a company's financial health. It equals cash receipts minus cash payments over a given period of time.

P/E (Price/Earnings) Ratio: This is the most common measure of how expensive a stock is. Simply, it is the cost an investor in a given stock must pay per dollar of current annual earnings. A high P/E generally indicates that the market is paying more to obtain the stock because it has confidence in the company's ability to increase its earnings. Conversely, a low P/E often indicates that the market has less confidence that the company's earnings will increase rapidly or steadily, and therefore will not pay as much for its stock.

**Price to Book**: A stock's capitalization divided by its book value. This ratio compares the market's valuation of a company to the value of that company as indicated on its financial statements.

**R-squared:** A measurement of how closely the portfolio's performance correlates with the performance of its benchmark, such as the MSC AC World Free ex US Index. In other words, it is a measurement of what portion of a portfolio's performance can be explained by the performance of the overall market or index. Ranges from 0 to 1, where 0 indicates no correlation and 1 indicates perfect correlation.

**Recovery Rate:** The extent to which principal and interest on defaulted debt can be recovered, expressed as a percentage of face value.

Risk (Standard Deviation): A measure of the portfolio's risk. A higher standard deviation represents a greater dispersion of returns, and thus a greater amount of risk. The annualized standard deviation is calculated using monthly returns.

Silo: Constructs portfolios using the top 20% of stocks based on each of the four sub-models used to construct William Blair's composite model, then averages the returns coming from each of the four portfolios. The portfolios are rebalanced on a monthly basis and weights stocks based on relative market capitalization. (The Equal Weighted strategy equally weights the returns coming from each of the sub-portfolios; the Optimized approach weights Quality 5%, Valuation 60%, Earnings Treng 5%, and Momentum 30%. The optimization was based on a Monte-Carlo simulation that sought an optimal weighting of each sub-portfolios to achieve the highest return).

**Sortino Ratio:** A modification of the Sharpe ratio that differentiates harmful volatility from general volatility by taking into account the standard deviation of negative asset returns, called downside deviation. The Sortino ratio subtracts the risk-free rate of return from the portfolio's return, and then divides that by the downside deviation. A large Sortino ratio indicates there is a low probability of a large loss.

Sharpe-Ratio: A risk-adjusted measure calculated using standard deviation and excess return (Portfolio return – Risk Free Rate) to determine reward per unit of risk. The higher the Sharpe ratio, the better the portfolio's historic risk-adjusted performance.

**Spread Duration:** A measure of the price sensitivity of a fixed income investment to a change in credit spreads.

**Tracking Error:** Tracking Error measures the extent to which a portfolio tracks its benchmark. The tracking error of an index portfolio should be lower than that of an active portfolio. The tracking error will always be greater than zero if the portfolio is anything other than a replication of the benchmark.

Trailing 1-Year Turnover: This figure reflects the portfolio's trading activity by calculating the amount of the portfolio's holdings bought or sold over the prior year, expressed as a percentage of the portfolio's average market value. Turnover figures may be related to the amount of trading costs experienced by the portfolio.

Weighted Average Market Capitalization: Market capitalization refers to the total market value of each company's outstanding shares. The Weighted Average Market Capitalization for a portfolio is calculated as the average market capitalization of the stocks within the portfolio, weighted by the amount of each stock owned.

Weighted Median Market Capitalization: This calculation represents the median market capitalization of the stocks in the portfolio, weighted by the amount of each stock owned.

Yield to Maturity: A representation of the rate of return anticipated on a bond if held until its maturity.

Yield to Worst: A representation of the lowest potential yield that an investor would receive on a bond if the issuer does not default



# Glossary – Indices

**MSCI (Morgan Stanley Capital International):** MSCI indices are the most widely used benchmarks by global portfolio managers. MSCI offers international investors performance benchmarks for 51 national stock markets as well as regional, sector, industry group, and industry aggregations.

MSCI China All Shares Index: a free-float weighted equity index designed to capture large and mid-cap representation across China A-shares, B-shares, H-shares, Red- chips, P-chips and foreign listings (e.g. ADRs). The index aims to reflect the opportunity set of China share classes listed in Hong Kong, Shanghai, Shenzhen and outside of China.

**MSCI China A Onshore Index:** A free-float weighted equity index, designed to measure performance of China A share securities listed on either the Shanghai or Shenzhen Stock Exchanges.

MSCI All Country World ex-US EAFE Index: An unmanaged index that includes developed and emerging markets outside the United States.

**MSCI All Country World ex-US Small Cap Index:** A free float-adjusted market capitalization index designed to measure global developed and emerging market small capitalization equity performance, excluding the U.S.

**MSCI All Country World ex-US Index:** An unmanaged index that includes developed and emerging markets, excluding the U.S.

MSCI All Country World ex-US Growth Index: A free float-adjusted market capitalization index that is designed to provide a broad measure of equity-market performance throughout the world, excluding the U.S. It includes those MSCI All Country World ex-US securities with higher price-to-book ratios and higher forecasted growth rates.

**MSCI All Country World ex-US IMI Index:** A free float-adjusted market capitalization index that is designed to measure equity market performance in the global developed and emerging markets, excluding the U.S.

**MSCI All Country World IMI Index:** A free float-adjusted market capitalization index that is designed to measure equity market performance in the global developed and emerging markets.

MSCI All Country World ex-US IMI Growth Index: A free float-adjusted market capitalization index that is designed to measure equity market performance in the global developed and emerging markets, excluding the U.S. It includes those MSCI All Country World ex-US IMI Index securities with higher price-to-book ratios and higher forecasted growth rates.

**MSCI EAFE Index**: A free float-adjusted market capitalization index which captures large and mid cap representation across Developed Markets countries around the world, excluding the U.S. and Canada.

MSCI EAFE IMI Index: A free float-adjusted market capitalization index which captures large, mid and small cap representation across Developed Markets countries around the world, excluding the U.S. and Canada.

**MSCI EAFE Growth Index:** A free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the U.S. & Canada.

**MSCI Emerging Markets Index:** A free float-adjusted market capitalization index that is designed to measure equity market performance in the global emerging markets.

**MSCI Emerging Markets IMI Index:** A free float-adjusted market capitalization index which captures large, mid and small cap equity market performance in the global emerging markets.

**MSCI Emerging Markets ex-China IMI Index:** A free float-adjusted market capitalization index that is designed to measure equity market performance in the global emerging markets excluding China.

**MSCI Emerging Markets Small Cap Index:** A free float-adjusted market capitalization index that is designed to measure equity market performance of small cap companies in emerging markets.

**MSCI Emerging Markets Large Cap Index:** A free float-adjusted market capitalization index that is designed to measure equity market performance of large cap companies in emerging markets.

**MSCI World ex-US Growth Index:** A free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed markets, excluding the U.S., with higher price-to-book ratios and higher forecasted growth rates.

**MSCI World ex-US Index:** A free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed markets, excluding the U.S.

MSCI World ex-US Small Cap Index: An unmanaged index that includes non-US developed markets.

**Russell 1000 Index:** Measures the performance of the 1000 largest companies in the Russell 3000 Index, which represents approximately 90% of the total market capitalization of the U.S. market.

**Russell 1000 Growth Index:** Measures the performance of those Russell 1000 companies with higher price-to-book ratios and higher forecasted growth values.

**Russell 1000 Value Index:** Measures the performance of the large cap value segment of the U.S. equity universe. It includes those Russell 1000 companies with lower price-to-book ratios and lower forecasted growth values.

**Russell 2000 Index:** Measures the performance of the 2000 smallest companies in the Russell 3000 index, which represents approximately 8% of the total market capitalization of the Russell 3000 index.

**Russell 2000 Growth Index:** Measures the performance of those Russell 2000 companies with higher price-to book ratios and higher forecasted growth values.

**Russell 2000 Value Index:** Measures the performance of those Russell 2000 companies with lower price-to-book ratios and lower forecasted growth values.

Russell 2500 Index: Measures the performance of the 2500 smallest companies in the Russell 3000 Index

**Russell 2500 Growth Index:** Measures the performance of those Russell 2500 companies with higher price-to book ratios and higher forecasted growth values.

**Russell 2500 Value Index:** Measures the performance of those Russell 2500 companies with lower price-to book ratios and lower forecasted growth values.

**Russell 3000 Index:** Measures the performance of the 3000 largest U.S. companies based on total market capitalization, which represents approximately 98% of the investable U.S. equity market.

**Russell 3000 Growth Index:** Measures the performance of those Russell 3000 companies with higher price-to-book ratios and higher forecasted growth values.

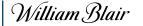
**Russell Midcap Index:** Measures the performance of the 800 smallest companies in the Russell 1000 Index, which represent approximately 27% of the total market capitalization of the Russell 1000 companies.

**Russell Midcap Growth Index:** Measures the performance of those Russell Midcap companies with higher price-to-book ratios and higher forecasted growth values.

**Russell Midcap Value Index:** Measures the performance of the mid-cap value segment of the U.S. equity universe. It includes those Russell Midcap Index companies with lower price-to-book ratios and lower forecasted growth values.

**S&P 500 Index**: The Standard & Poor's 500 Index (S&P 500) is an index of 500 stocks chosen for market size, liquidity and industry grouping, among other factors. The S&P 500 is designed to be a leading indicator of U.S. equities and is meant to reflect the risk/return characteristics of the large cap universe. Companies included in the index are selected by the S&P Index Committee, a team of analysts and economists at Standard & Poor's. The S&P 500 is a market value weighted index—each stock's weight is proportionate to its market value.

A direct investment in an unmanaged index is not possible.



# Composite Presentation Report SMID Core

Calendar	<b>Composite Gross</b>	Composite Net	Russell 2500 Total	Composite 3-Yr	Benchmark 3-Yr	Number of		Composite Assets	Total Firm
Year	Return (%)	Return (%)	Return (%)	Std Dev (%)	Std Dev (%)	Portfolios	Dispersion (%)	End of Period \$(mm)	Assets \$(mm)
2017*	11.96	11.34	12.98	N/A	N/A	5/Fewer	N/A**	254.62	73,549.85
2018	-6.90	-7.78	-10.00	N/A	N/A	5/Fewer	N/A**	291.91	48,880.26
2019	29.68	28.53	27.77	N/A	N/A	5/Fewer	N/A**	293.84	58,446.29
2020	20.14	19.12	19.99	22.10	24.21	7	N/A**	1,104.06	69,739.61
2021	28.23	27.15	18.18	20.83	22.48	13	0.36	1,820.09	79,683.54
2022	-17.01	-17.71	-18.37	24.60	25.16	16	N/A**	1,788.27	56,036.64

#### Disclosures:

William Blair Investment Management claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. William Blair Investment Management has been independently verified for the periods January 1, 1993 through December 31, 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. The SMID Core Composite has had a performance examination for the periods from composite inception through December 31, 2021. The verification and performance examination reports are available upon request.

For purposes of compliance with GIPS, the Firm is defined as all portfolios managed by William Blair Investment Management, a distinct operating unit within William Blair. Investment Management currently operates as William Blair Investment Management, LLC, an investment adviser registered with the United States Securities and Exchange Commission ("SEC") which is a separate legal entity that is distinct from William Blair & Company, L.L.C. Registration with the SEC does not imply a certain level of skill or training.

The SMID Core strategy invests in a diversified portfolio of primarily small- and mid-capitalization companies of high quality whose stocks are undervalued in the market. A portfolio manager change occurred effective 10/1/2020. The investment strategy was not materially altered by the personnel change.

The benchmark that best reflects the composite's investment style is the Russell 2500™ Index, which measures the performance of the small to mid cap companies.

Portfolios must have an initial market value greater than or equal to \$1 million to be included in the composite. New portfolios are added to the composite at the beginning of the month following the first full calendar month under management. Portfolios will be excluded from the composite the first month immediately following the last complete month of authorized management by the Firm. Beginning August 2021, portfolios are removed from this composite, in the event of a significant cash flow, for the month during which the flow occurs. Portfolios are typically added back into the composite the following month. A portfolio is determined to have a significant cash flow if the accumulated net external flows of cash and/or securities during a month exceed the significant cash flow threshold, which was 25% of the beginning of month portfolio market value through December 31, 2020 and 10% thereafter. Additional information regarding the treatment of significant cash flows is available upon request.

Performance includes the reinvestment of dividends and other earnings. Portfolio and composite returns are calculated daily. Valuations and returns are denominated in U.S. Dollars. Composite dispersion measures represent the consistency of a firm's composite performance with respect to the individual portfolio returns within a composite. The dispersion of annual returns is measured by the asset-weighted standard deviation of the gross returns in the composite. Dispersion includes only those portfolios that have been included in the composite for the entire year. The three-year annualized standard deviation measures the variability of the gross composite returns and the benchmark returns over the preceding 36-month period. This statistic is not presented until there are 36 months of performance available.

Performance results are stated gross of management fees and net of a model investment management fee for the strategy. The model fee is the maximum separate account management fee as of the time the composite return was calculated, applied by dividing that annual fee by the count of the annual calculation periods for the composite and then subtracting that quotient from the periodic gross composite returns. Actual fees may vary depending on, among other things, the applicable fee schedule and portfolio size. The current separate account management fee schedule is as follows:

First \$25,000,000: 0.85% Next \$25,000,000: 0.75% Next \$50,000,000: 0.70%

Next \$100,000,000: 0.65% Over \$200,000,000: 0.60%

The strategy is available via one or more pooled funds, which may have alternate fee schedules. The limited distribution pooled fund is William Blair Small-Mid Cap Core Collective Investment Fund, which has a highest management fee of 0.85% and a highest expense ratio of 0.85%. The information presented above is for informational purposes only and is not an offer to sell or solicitation of an offer to buy securities or otherwise make an investment in any private fund managed by William Blair Fund". Any offer to sell or a solicitation of an offer to purchase Interests in a William Blair Fund will only be made by means of a confidential private placement memorandum or similar document (a "Memorandum"); no offer to purchase an Interest will be accepted prior to receipt by the offeree of a Memorandum and the completion of all appropriate documentation.

The SMID Core Composite was created in June 2017. Performance inception date is June 1, 2017.

A complete list and description of firm composites and pooled funds is available upon request. Additional information regarding valuing investments, calculating performance, and preparing GIPS reports is also available upon request. Past performance is not indicative of future results. 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.

\*Partial period represents data from 06/01/2017.

<sup>\*\*</sup>Five or fewer portfolios were included in the composite for the entire year.

