

## INVESTMENT APPROACH & STRATEGY

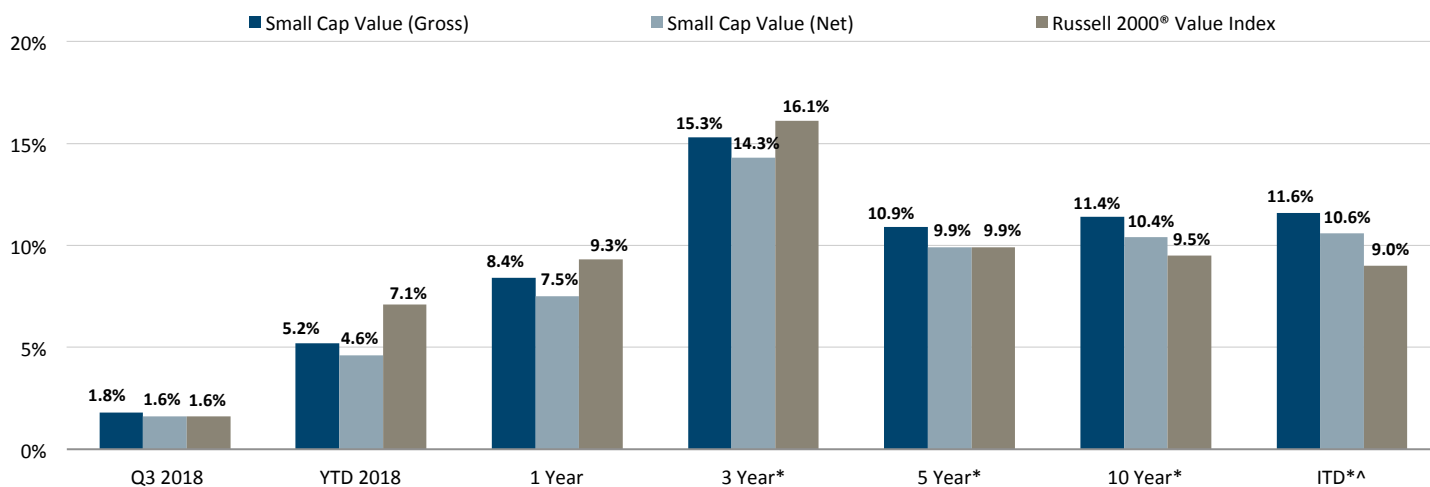
- The Small Cap Value strategy invests in stocks offering high probability of modest outperformance rather than a low probability of high performance.
- Classic value-driven strategy.
- Belief that leading business strategies selling at a discount to fair value have the potential to generate excess returns.
- Focus on assessing the *probability* of a catalyst occurring rather than predicting the *timing* of a catalyst.

## DISTINGUISHING CHARACTERISTICS

- Employs a bottom-up, classic value approach investing in high quality small-cap companies that are temporarily out of favor.
- Seeks to provide strong risk-adjusted returns by taking modest bets and limiting the downside, not only capturing the upside.

## COMPOSITE PERFORMANCE

As of 9/30/2018, U.S. Dollar



\* Annualized. ^ Inception: July 1, 2002.

Past performance is not indicative of future results. Investment advisory fees are described in Part 2A of LMC's Form ADV. Gross performance returns presented above are net of transaction costs and include the reinvestment of dividends and other earnings but do not reflect the deduction of investment management fees which would reduce returns. Net returns are calculated by applying the investment management fee schedule noted in the composite disclosure to the gross returns of the accounts included in the composite. For information regarding the impact of investment management fees on performance, please refer to the composite disclosure shown below. Shown as supplemental information only and complements the Small Cap Value composite disclosure attached.

## PRODUCT INFORMATION

### FEATURES

**Benchmark:** Russell 2000® Value Index  
**Style:** Classic Value  
**Market Cap:** Up to \$5B\*  
**Approach:** Fundamental  
**Holdings Range:** 80-115

### VALUE TEAM

**R. Todd Vingers, CFA (28)**  
*Managing Director, Value Equities*

**Jay Willadsen, CFA (20)**  
*Portfolio Manager, Value Equities*

**Ryan Satterfield, CFA (8)**  
*Analyst, Value Equities*

**Timothy Buckley, CFA (22)**  
*Analyst, Value Equities*

**Timothy Murphy, CFA (16)**  
*Analyst, Value Equities*

Note: (#) above indicates number of years of investment experience.

### CONTACT

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**INVESTMENT PROCESS**

**Security Valuation**

- Price filter screens identify the least expensive stocks based on: Enterprise Value to EBITDA, Price to Book Value, Price to Cash Flow, Price to Earnings, Dividend Yield.
- Stocks meeting at least 2 of 5 price filter screens are added to the investable universe.

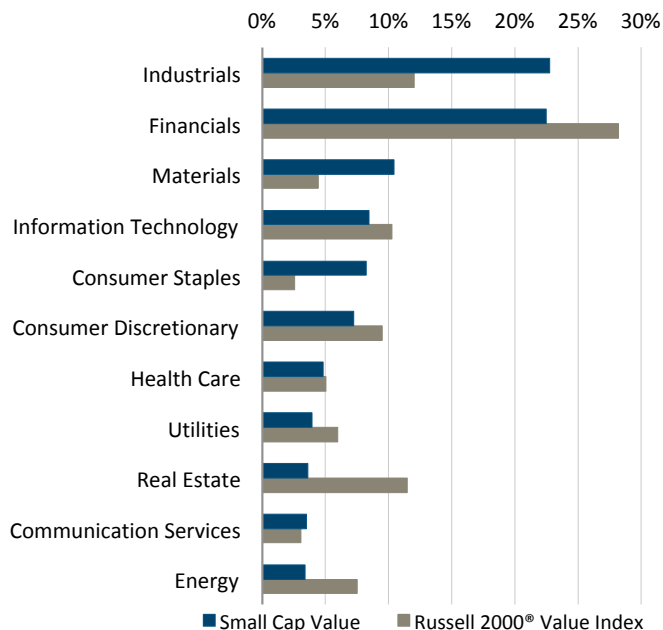
**Security Analysis**

- Fundamental research examines broad and company-specific issues to identify leading businesses selling at discounts to fair value.
- A full review of the company is then presented and discussed.
- The team determines the range of possible outcomes and identifies a prospective price target for the stock.

**Portfolio Construction**

- Market capitalization typically up to \$5B.
- Typically 80-115 securities with 10 largest holdings representing 12%-20% of the portfolio and individual positions <3%.
- Sector weights versus the Russell 2000® Value benchmark ±10%.
- Focus on stocks with asymmetrical risk/rewards.

**SECTOR WEIGHTS**



**PORTFOLIO CHARACTERISTICS**

	Small Cap Value	Russell 2000® Value Index
Weighted Avg Market Cap. (\$mil)	\$3,137.3	\$2,137.1
Price/Earnings	13.3x	15.1x
Price/Sales	1.1x	0.9x
Price/Cash Flow	9.6x	8.4x
ROA	4.3%	3.1%
Number of Holdings	95	1,387
Average Annual Turnover	34%	-

**RISK STATISTICS** Since Inception (7/1/2002)

	Small Cap Value	Russell 2000® Value Index
Annualized Return (Gross)	11.6%	9.0%
Annualized Standard Deviation	16.8%	18.3%
Sharpe Ratio	0.6	0.4
Annualized Alpha	3.0	-
Information Ratio	0.7	-

Sector weights, portfolio characteristics and risk-adjusted returns of a Small Cap Value representative account managed against the Russell 2000® Value Index. Source for sectors, portfolio characteristics and risk statistics: FactSet. As of 9/30/2018.

Information above is supplemental only and complements the full composite disclosure below.

**SMALL CAP VALUE COMPOSITE**

**Schedule of Annual Returns**

January 1, 2008 through December 31, 2017

	Gross Returns (%)	Net Returns (%)	Benchmark Returns <sup>1</sup> (%)	Dispersion (bps)	Composite 3yr Ex Post Standard Deviation (%)	Benchmark 3yr Ex Post Standard Deviation (%)	Number of Accounts	Composite Assets at End of Period (\$ millions)	Total Firm Assets (\$ millions)
2017	8.6	7.7	7.8	8	12.7	14.0	55	1,758.0	7,551.3
2016	28.3	27.1	31.7	16	14.1	15.5	54	1,786.4	7,367.5
2015	0.3	-0.6	-7.5	11	12.5	13.5	54	1,531.8	6,786.9
2014	5.1	4.2	4.2	9	12.2	12.8	58	1,967.4	6,370.5
2013	33.2	32.0	34.5	26	16.2	15.8	72	2,441.0	5,831.5
2012	15.7	14.7	18.1	18	19.7	19.9	68	2,095.0	4,402.6
2011	-6.6	-7.4	-5.5	25	24.1	26.1	73	2,096.0	4,200.7
2010	26.7	25.6	24.5	25	25.9	28.4	66	2,201.8	4,412.7
2009	36.2	35.0	20.6	79	23.3	25.6	62	1,897.0	4,365.1
2008	-26.0	-26.7	-28.9	24	17.8	19.1	46	1,205.9	2,527.4

<sup>1</sup> Benchmark returns have been obtained from an independent source and have not been examined by independent accountants.

The Small Cap Value Composite consists of accounts managed in the Small Cap Value ("SCV") strategy. SCV seeks to achieve long term appreciation through investments in high quality, though temporarily out of favor, US equities with market capitalizations that generally fall within the range of market capitalizations of the S&P Small Cap 600 and/or the Russell 2000 indices. Income is a secondary objective. For comparison purposes, the composite is measured against Russell 2000 Value Index. For periods prior to 2005, the composite is measured against S&P Small Cap 600/Barra Value Index, which was discontinued in 2005. The inception date of the composite is July 1, 2002. The composite was created in July 2002.

Royal Bank of Canada ("RBC") became LMCG's indirect majority owner in November 2015 when RBC acquired City National Corporation ("CNC"). Effective January 1, 2015, Lee Munder Capital Group, LLC is known as LMCG Investments, LLC ("LMCG"), an investment adviser registered with the Securities and Exchange Commission. In July 2009, the firm was reorganized as an affiliate of CNC and took the name of Lee Munder Capital Group, LLC., prior to which it was known as Lee Munder Investments Ltd. ("LMIL"), which itself was an investment adviser registered with the Securities and Exchange Commission. The firm maintains a complete list and description of composites, which is available upon request.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. There are no wrap accounts included in the composite. Account performance is calculated on a total return basis including income and realized and unrealized gains and losses. Composite performance is presented gross and net of management fees. Net returns are calculated by applying the investment management fee schedule noted below to the gross returns of the accounts included in the composite. The annual composite dispersion presented is an asset weighted standard deviation calculated for the accounts in the composite for the entire year. The U.S. Dollar is the currency used to express performance. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

The investment management fee schedule is as follows: 1% on the first \$25 million, 0.90% on the next \$25 million, and 0.80% thereafter. Actual investment advisory fees incurred by clients may vary.

LMCG claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. LMCG has been independently verified for the periods October 1, 2000 through December 31, 2017. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The Small Cap Value Composite has been examined for the periods July 1, 2002 through December 31, 2017. The verification and performance examination reports are available upon request. Past performance is not indicative of future results.

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