



## Small Cap Equity Strategy

First Quarter 2024

RHJ's **Small Cap Equity** offers a risk-aware application of sustainable growth investing, seeking to uncover and capitalize on smaller, growing, undervalued companies that stand to offer higher return potential. The Small Cap Equity portfolio is comprised of reasonably priced, less-visible companies with unique business concepts or niche products that we believe are ripe for growth but also well-positioned and sound enough to mitigate downside compared to higher-profile growth peers. Our bottom-up, fundamental stock selection process singles out companies with a market capitalization ranging between \$250 million and \$6.5 billion.<sup>1</sup>

### STRATEGY OVERVIEW

March 31, 2024

**Inception Date:** January 1, 1993

**Benchmark:** Russell 2000 Growth

**Strategy Assets:** \$169 million

**Avg. Composition:** 40 - 55

**Management:** Team-managed

### VALUE PROPOSITION

#### Depth of experience, continuity of process

Seasoned team of small cap specialists averaging 31 years' professional experience and many years practicing this philosophy together at RHJ

#### Small size and entrepreneurial culture

Focused organizational structure promotes strict, collaborative focus on investment management

#### Disciplined investment strategy

The RHJ philosophy has been applied in and endured various market cycles and environments over its twenty-year track record

### INVESTMENT PHILOSOPHY

Per our philosophy, the optimal investment solution avoids market extremes and relies on fundamental, bottom-up research to deliver favorable risk-adjusted returns over the long-term. Through a fundamentally based valuation framework, we exercise the following beliefs:

- Growth stocks are attractive only when purchased at a reasonable price
- Investment in high-quality companies with sustainable earnings growth can deliver greater potential for positive alpha
- Valuation inefficiencies are captured over the long term – typically 24 to 36 months
- Superior returns are a function of the impact of a catalyst on a stock's price; an effective active manager should be able to produce and successfully trade on a more insightful view of these catalysts relative to peers or the market

### COMPOSITE PERFORMANCE

As of March 31, 2024 Calculated in U.S. Dollars	1Q24	1 Year	3 Years	5 Years	7 Years	10 Years	Since Inception January 1, 1993
Small Cap Equity [Gross]	2.40%	9.43%	1.41%	7.30%	6.65%	6.16%	10.24%
Small Cap Equity [Net]	2.28%	8.81%	0.81%	6.71%	6.08%	5.56%	9.56%
Russell 2000 Growth Index	7.58%	20.35%	-2.68%	7.38%	8.40%	7.89%	7.70%

Past performance does not guarantee future results. Composite returns are shown both gross and net of fees in U.S. dollars. Rice Hall James & Associates, LLC's compliance with the GIPS standards has been verified for the period January 1, 1993 through December 31, 2022.

### INVESTMENT PROCESS

At RHJ, organizational structure, entrepreneurial spirit and collaborative culture maximize the latitude for our Portfolio Managers/Analysts to explore unconventional ideas, identify potential catalysts, and ultimately develop the investment case during the idea generation phase.

Once a Portfolio Manager/Analyst emerges with his or her investment recommendation, the Portfolio Construction process begins with the senior team reviewing and voting to approve each new idea brought forward; the process incorporates various risk controls designed to ensure that each holding honors our investment criteria. Throughout the holding period, the team routinely assesses whether or to what extent the case is materializing; risk/reward outcomes and changes to outlook are monitored closely throughout the holding period.

#### IDEA GENERATION/ INVESTMENT CRITERIA

##### Growth

- Projected growth rate generally 15% - 30%
- Emphasis on both top-line and bottom-line growth

##### Valuation

- P/E Ratio < 3-year Future Earnings Growth Rate
- Inefficient pricing —alpha capture through both upside participation and downside protection

##### "Why Now" – Positive Fundamental Change

- Must be clearly identifiable, defined, and poised to realize investment upside within 2 years
- Recognition of catalyst should lead to investor awareness and price appreciation

##### Reward/Risk

- Target of 50-100% appreciation within 2 years; targets set, monitored during holding period
- Minimum 3:1 Reward-to-Risk ratio; risk/reward profile and conviction inform position size

##### RISK CONTROLS

- 3:1 Reward-to-Risk Ratio – strict implications for sell discipline, position size and holding period
- "Dead Wood Removal" – freedom to challenge or flag any holding for re-evaluation
- Price Targets - monitored closely, drive strict sell discipline and decisions to trim positions
- Downside mitigation through strict adherence to 3:1 up/down criterion

<sup>1</sup>The selection universe is tied to the capitalization range of the Russell 2000® Index each year at the time of reconstitution. Please refer to additional disclosures at the end of this document.



## Small Cap Equity Strategy

First Quarter 2024

### FIRM HIGHLIGHTS

March 31, 2024

Research-driven firm founded in 1974

Firm AUM + AUA: \$2.0 billion<sup>1</sup>

#### Ownership

- Independent and 100% employee-owned
- RHJ is focused solely on investment management with no other lines of business

#### Personnel

- 27 employees, including 12 owners averaging 31 years of industry experience and 23 years with Rice Hall James
- Stable, long-term leadership emphasizing retention of talent, preservation of culture

#### RHJ Clients

- Clients include leading Foundations/ Endowments, Corporations, Multi-Employers, Public Funds, Hospitals and Financial Institutions

### PORTFOLIO CHARACTERISTICS

As of March 31, 2024

Number of Holdings

Portfolio Turnover (3 year annual average)

Long-Term Earnings Growth Forecast

P/E - 1 Year Forecast<sup>1</sup>

Weighted Median Market Cap (billion)

Weighted Average Market Cap (billion)

Standard Deviation (5 years)

Active Share

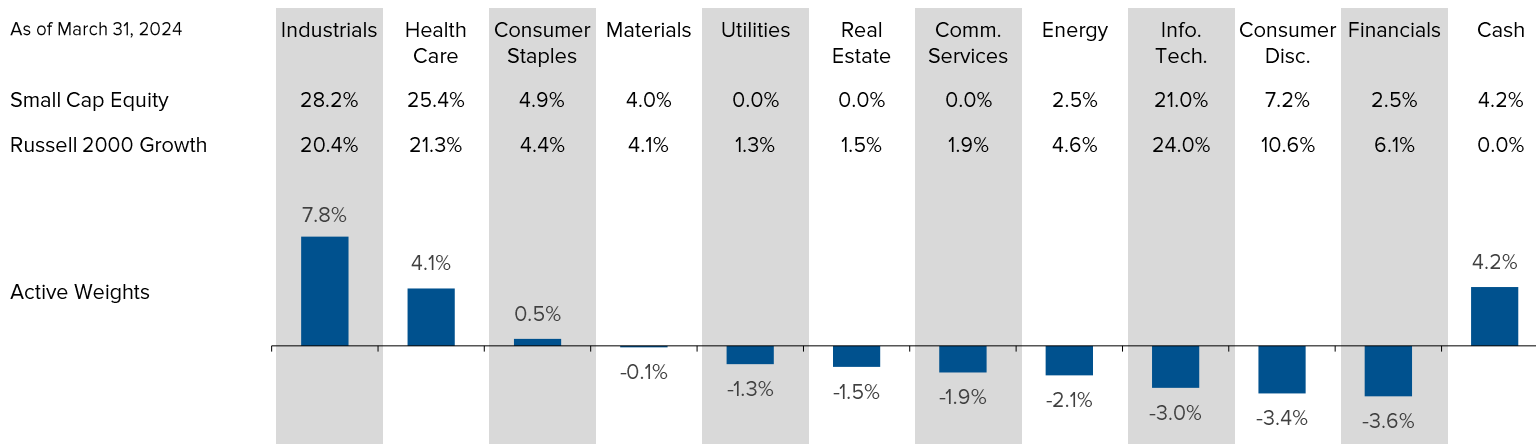
	RHJ Small Cap Equity	Russell 2000 Growth Index
Number of Holdings	56	1,064
Portfolio Turnover (3 year annual average)	35.7%	-
Long-Term Earnings Growth Forecast	16.6%	19.4%
P/E - 1 Year Forecast <sup>1</sup>	20.7	19.8
Weighted Median Market Cap (billion)	\$2.92	\$3.65
Weighted Average Market Cap (billion)	\$3.61	\$6.46
Standard Deviation (5 years)	22.2	24.1
Active Share	93.8%	-

Sources: eVestment Analytics & FactSet

<sup>1</sup>P/E Ratio calculation excludes companies with negative earnings.

### PORTFOLIO SECTOR WEIGHTING

As of March 31, 2024



Sector Weightings Sources: FactSet & GICS Sector Classification

Portfolio characteristics and sector weightings are subject to change at any time and are based on a model portfolio. Portfolio characteristics and sector weightings of individual client portfolios in the strategy may differ from those shown above. Sector weightings may not add up to 100% due to rounding. Please see important disclosure information at the end of these materials regarding the indices and sector classification shown above.

<sup>1</sup>Assets include assets under management and advisory-only assets. Advisory-only assets are client assets for which RHJ provides investment management services; they are non-managed assets.



## Disclosures

*This piece is being provided for informational purposes only and should not be considered investment advice or a recommendation to buy or sell any types of securities, and no investment decision should be made based solely on the information provided herein. All investments involve risk, including loss of principal invested. Individual client accounts may vary. The strategy and investments referenced may not be suitable for all investors as the appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives.*

*Founded in 1974, Rice Hall James & Associates, LLC is an SEC registered investment adviser however, such registration does not imply a certain level of skill or training and no inference to the contrary should be made. The firm is 100% employee owned. Composite returns are annualized for periods greater than one year. Performance figures include reinvestment of dividends and other earnings. The U.S. Dollar is the currency used to express performance. The RHJ Small Cap Equity Composite includes all fully discretionary, tax-exempt, institutional, and high net worth portfolios invested in growing, undervalued small cap companies that offer higher return potential, while adhering to disciplined risk controls. A GIPS Report is available upon request at the following address: 600 West Broadway, Suite 1000, San Diego, California 92101.*

**Risk** - *The market value of stocks will fluctuate with market conditions, and small cap and micro cap stock prices generally will move up and down more than large cap stock prices. Small cap and micro cap stocks may be subject to a higher degree of risk than more established (large cap) companies' securities. The illiquidity of the small cap and micro cap market may adversely affect the value of client investments. Past performance does not guarantee future results.*

*Indices are provided for comparative purposes only. Broad-based securities indices are unmanaged and are not subject to fees and expenses typically associated with managed accounts or investment funds. An investor cannot invest directly in an index. This is an actively managed strategy that does not invest in all of the securities of an index, and will have some associated concentration risk. Comparisons have limitations because indices may have volatility, investment and other characteristics that may differ from an investment account strategy to which it is compared. Indices are unmanaged, include the reinvestment of dividends, and do not reflect transaction costs, management, or other fees. See the following for a description of each index used in this material.*

*The Russell 2000® Growth Index measures the performance of the small cap growth segment of the U.S. equity universe. It includes those Russell 2000 companies with relatively higher price-to-book ratios, higher I/B/E/S forecast medium term (2 year) growth, and higher sales per share historical growth (5 years). The Russell 2000 Growth Index is constructed to provide a comprehensive and unbiased barometer for the small-cap growth segment. The index is completely reconstituted annually to ensure new and growing equities are included and that the represented companies continue to reflect growth characteristics.*

**GICS Sector Classification** - *The Global Industry Classification Standard (GICS®) was developed by and is the exclusive property and a trademark of S&P and MSCI. GICS® is used for all portfolio characteristics involving sector and industry data such as benchmark, active and relative weights, and attribution. Neither MSCI, S&P nor any other party involved in making or compiling any GICS classifications makes any express or implied warranties or representations with respect to such standard or classification (or the results to be obtained by the use thereof), and all such parties hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability or fitness for a particular purpose with respect to any of such standard or classification. Without limiting any of the foregoing, in no event shall MSCI, S&P, any of their affiliates or any third party involved in making or compiling any GICS classifications have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages.*

Source: S&P Dow Jones Indices LLC

## Glossary

**Active Share** - *This is a measure of the percentage of stock holdings in the portfolio that differs from the benchmark index. Active Share is calculated by taking the sum of the absolute value of the differences of the weight of each holding in the portfolio versus the weight of each holding in the benchmark index and dividing by two.*

**Long-Term Earnings Growth Forecast** - *Long Term Growth [LTG] is the annual EPS growth that the company can sustain over the next 3 or 5 years.*

**P/E Ratio - 1 Year Forecast** - *A forward-looking valuation measure of a company's common stock, excluding negative earnings. It encapsulates the amount of earnings estimated for next year per dollar of current share price. For the portfolio, the individual P/E stock ratios are then weighted by their respective portfolio market values in order to calculate a weighted average representative of the portfolio as a whole.*

**Standard Deviation** - *This is a measure of the average deviations of a return series from its mean; often used as a risk measure. A large standard deviation implies that there have been large swings or volatility in the manager's return series.*

Glossary Sources: eVestment Analytics & FactSet