



# Bahl & Gaynor Small Cap Dividend WRAP

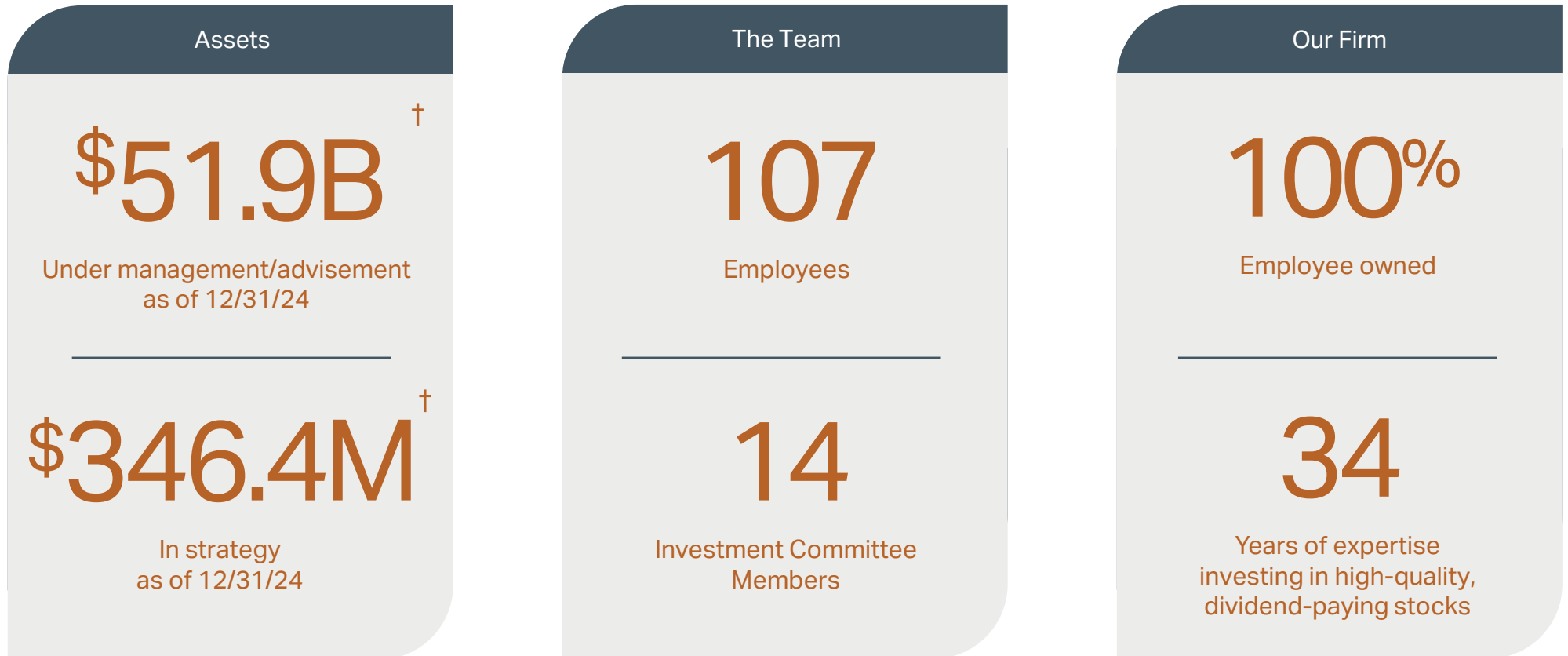
*Formerly Small Cap Quality Growth*

DECEMBER 31, 2024

513.287.6100 | [bahl-gaynor.com](http://bahl-gaynor.com)

We are guided by the philosophy that Dividends Pay Dividends®.

Bahl & Gaynor views its employee ownership structure as an extremely effective retention tool for promoting team stability and investment process execution.



<sup>†</sup>Bahl & Gaynor regulatory assets under management were \$20.1B and SMA platform assets under advisement were \$31.8B as of 12/31/2024. Bahl & Gaynor Small Cap Dividend AUM was \$181.6M and AUA was \$164.9M. Source: Bahl & Gaynor. Bahl & Gaynor identifies assets under management as assets over which the firm has discretion (including high net worth and institutional accounts and certain platform assets). Assets under advisement include model-only platform assets over which the firm does not have discretion. A GIPS Composite report detailing GIPS compliant performance can be found within the final pages of this presentation.

Investment Committee Members

**Communication Services**

**Keith H. Rennekamp, CFA**  
Hired: May 2018  
21 years experience

**Consumer Discretionary**

**Christopher M. Rowane, CFA**  
Hired: May 2014  
41 years experience

**Consumer Staples**

**J. Eric Strange, CFA**  
Hired: April 2019  
27 years experience

**Energy**

**John B. Schmitz, CFA**  
Hired: December 2005  
40 years experience

**Financials**

**Edward A. Woods, CFA**  
Hired: September 2004  
35 years experience

**W. Jeff Bahl**  
Hired: May 2014  
23 years experience

**Healthcare**

**James E. Russell, Jr., CFA**  
Hired: October 2014  
36 years experience

**Kevin T. Gade, CFA**  
Hired: September 2016  
13 years experience

**Industrials & Transportation**

**Peter M. Kwiatkowski, CFA**  
Hired: January 2019  
25 years experience

**Information Technology & Materials**

**Scott D. Rodes, CFA**  
Hired: June 2001  
38 years experience

**Nicholas W. Puncer, CFA**  
Hired: July 2010  
17 years experience

**Real Estate**

**Stephanie S. Thomas, CFA**  
Hired: July 2012  
34 years experience

**Robert S. Groenke**  
Hired: December 2019  
19 years experience

**Utilities**

**Ellis D. Hummel**  
Hired: February 2008  
32 years experience

**Associate Portfolio Managers**

**Ian T. Owens, CFA**  
Hired: August 2017  
10 years experience

**Eric J. Zins, CFA**  
Hired: August 2018  
10 years experience

**Kunaal A. Kanagal, CFA**  
Hired: May 2024  
12 years experience

**Analysts**

**Jared A. Bresnen, CFA**  
Hired: September 2019  
8 years experience

**Katherine H. Kober, CFA**  
Hired: December 2021  
7 years experience

**Summary:**

- ✓ 14 Investment Committee members
- ✓ Average 29 years investment experience
- ✓ Average 12 years at Bahl & Gaynor
- ✓ Investment decision made by consensus

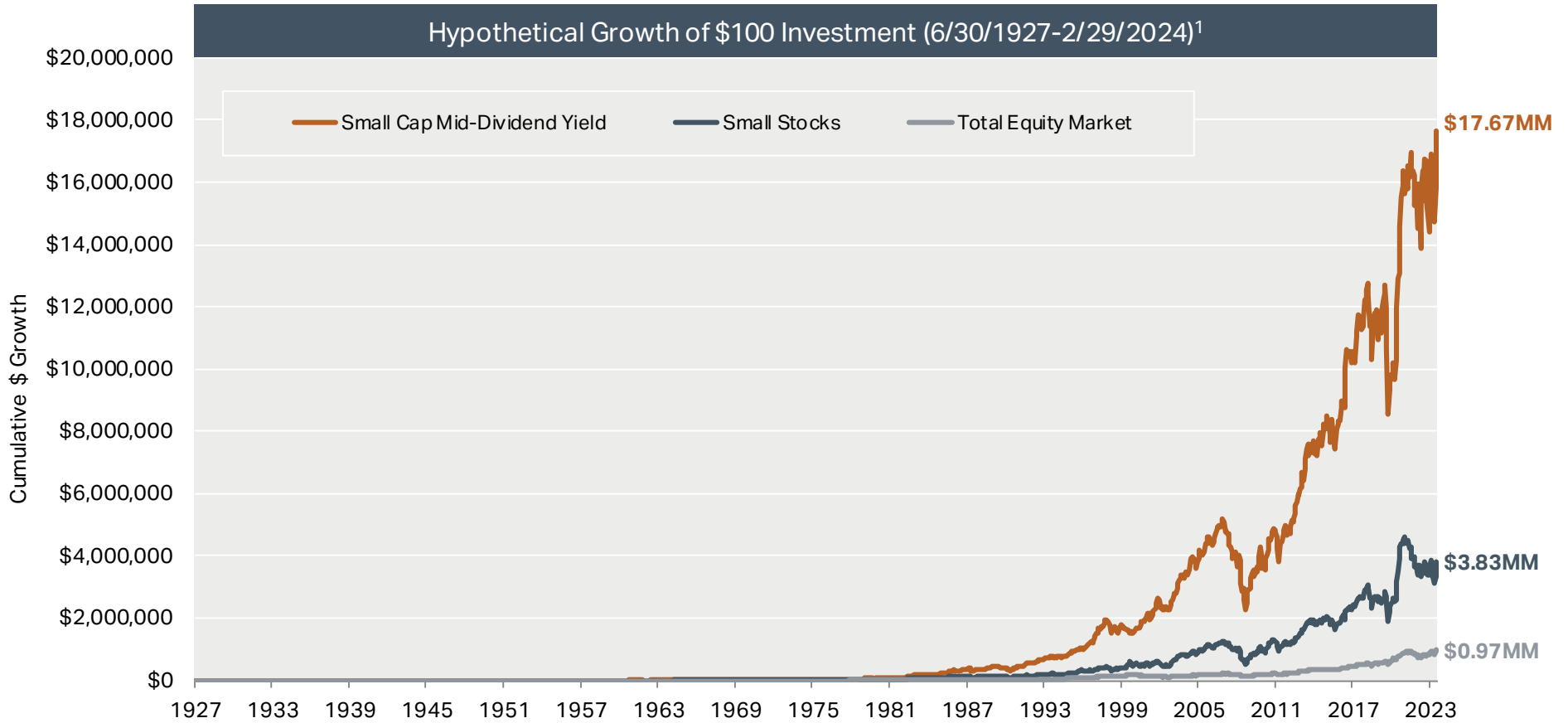
Investment Meetings

Focused Topics

Current & Potential Holdings

Sector Update & Review

Strategy Action



**Small Cap Dividends: Total Return Advantage**

<sup>1</sup>Source: Ken French's Website - <http://mba.tuck.dartmouth.edu/pages/faculty/ken.french/index.html>; Total Equity Market Index is representative of US public equity securities listed on the NYSE, AMEX or NASDAQ exchange; Small Stocks is representative of US public equity securities with a market capitalization in the bottom 30% (excluding REITs) of the NYSE and includes all NYSE, AMEX, and NASDAQ stock that fit the market cap criteria; Small Cap Mid-Dividend Yield is representative of companies with a dividend yield in the middle 40% of dividend payers with a market capitalization in the bottom 50% of the NYSE (excluding REITs) and includes all NYSE, AMEX, and NASDAQ stocks that meet these criterion, all three indexes are reconstituted annually in June. Monthly returns are calculated on a value-weighted basis. Information sourced from third party. Bahl & Gaynor does not represent the information is accurate or complete and it should not be relied on as such. Bahl & Gaynor assumes no liability for the interpretation or use of this report. For illustration purposes only. **Past performance does not guarantee future results.** All results are hypothetical, and the results are not based on the performance of an actual portfolio and the interpretation of the results should take into consideration of the limitation inherent in the results of the model. The results exclude any advisory fees, trading cost or other fees or charges. The reinvestment of dividends, interest, capital gains and withholding taxes are all built into the hypothetical analysis. Hypothetical returns may be dependent on the market and economic conditions that existed during the period. Future market or economic conditions can adversely affect the performance of the hypothetical analysis. The index and other amounts shown above do not relate to the Bahl & Gaynor Small Cap Dividend strategy and are for illustrative purposes only.

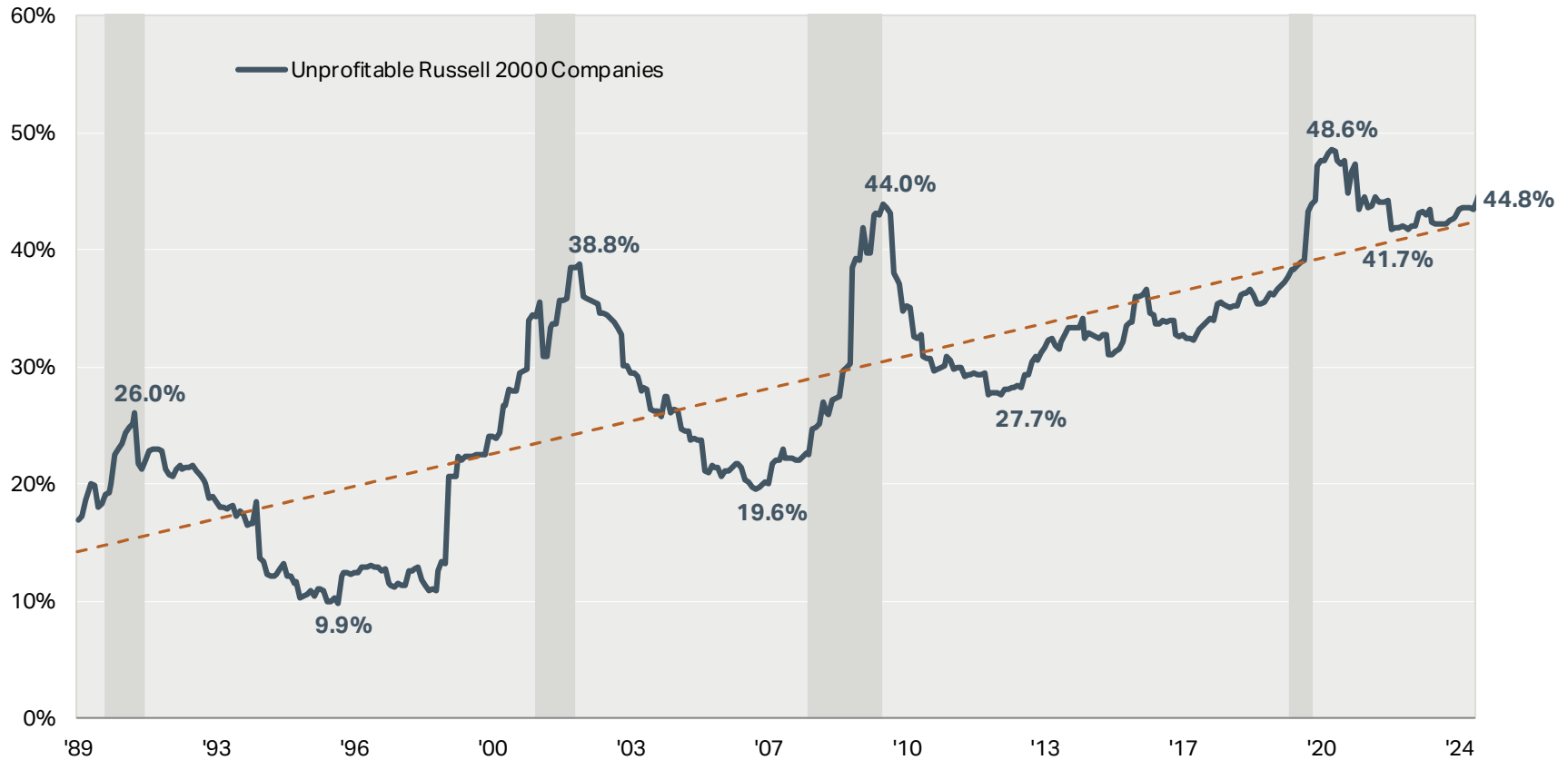
## Risk Adjusted Returns & Characteristics Since 1927<sup>1</sup>

	Small Mid Divs	Small Stocks	Total Equity Market
Annual Return	13.3%	11.6%	9.8%
Volatility	21.3%	28.7%	18.6%
Beta	1.03	1.34	1.00
Sharpe Ratio	0.54	0.40	0.43
Annual Alpha	3.4%	1.0%	0.0%

- ALPHA – Risk Adjusted Return Advantage
- Lower Beta with Volatility Closer to Broader Equities
- Diversification Benefits to a Large Cap Equity Portfolio

<sup>1</sup>Data from 6/30/1927 – 2/29/2024. Source: Ken French's Website - <http://mba.tuck.dartmouth.edu/pages/faculty/ken.french/index.html>; Total Equity Market Index is representative of US public equity securities listed on the NYSE, AMEX or NASDAQ exchange; Small Stocks is representative of US public equity securities with a market capitalization in the bottom 30% (excluding REITs) of the NYSE and includes all NYSE, AMEX, and NASDAQ stock that fit the market cap criteria; Small Cap Mid-Dividend Yield is representative of companies with a dividend yield in the middle 40% of dividend payers with a market capitalization in the bottom 50% of the NYSE (excluding REITs) and includes all NYSE, AMEX, and NASDAQ stocks that meet these criterion, all three indexes are reconstituted annually in June. Monthly returns are calculated on a value-weighted basis. Information sourced from third party. Bahl & Gaynor does not represent the information is accurate or complete and it should not be relied on as such. Bahl & Gaynor assumes no liability for the interpretation or use of this report. For Illustration purposes only. **Past performance does not guarantee future results.** All results are hypothetical, and the results are not based on the performance of an actual portfolio and the interpretation of the results should take into consideration of the limitation inherent in the results of the model. The results exclude any advisory fees, trading cost or other fees or charges. The reinvestment of dividends, interest, capital gains and withholding taxes are all built into the hypothetical analysis. Hypothetical returns may be dependent on the market and economic conditions that existed during the period. Future market or economic conditions can adversely affect the performance of the hypothetical analysis. The index and other amounts shown above do not relate to the Bahl & Gaynor Small Cap Dividend strategy and are for illustrative purposes only.

# The Rise of Unprofitable Index Constituents: PERCENTAGE OF THE RUSSELL 2000 INDEX THAT HAS NOT EARNED A PROFIT



- **44.8%**<sup>1</sup> of Russell 2000 companies are unprofitable versus the long-term average of 28.5%.<sup>2</sup>
- Recessions aside, profitless companies in the Russell 2000 index have been trending higher over the last several decades. Bahl & Gaynor remains invested in high-quality, profitable companies.
- Bahl & Gaynor seeks to invest in companies that generate, grow & govern a disciplined cash flow.

Source: All data from Strategas Research, Inc. © Copyright 2025. Strategas Research, Inc. Further distribution prohibited without prior permission. All Rights Reserved. All data based upon available company data. <sup>1</sup>As of most recent quarter end. <sup>2</sup>Long-term average period defined as 12/31/1989 – most recent quarter-end. Unprofitable is defined as not earning a financial gain after accounting for business expenses over the previous four quarters. Expenses includes the explicit costs of doing business, such as operating expenses, depreciation, interest and taxes, according to generally accepting accounting principles (GAAP). Information sourced from third party. Bahl & Gaynor does not represent the information is accurate or complete and it should not be relied on as such. Bahl & Gaynor assumes no liability for the interpretation or use of this report. For Illustration purposes only.

## Goals

Bahl & Gaynor's Small Cap Dividend strategy seeks:



## Strategy

- Unique philosophy focused on high-quality, dividend-paying businesses with underappreciated capabilities to compound capital and grow dividends over time.
- Alpha-seeking, index-agnostic approach with high active share.<sup>1</sup>
- Trailing-twelve-month turnover of 15.6%<sup>2</sup>, consistent with long-term investment focus.
- Non-tactical cash position typically 1 - 3%.
- Current 1.3%<sup>3</sup> dividend yield.
- Portfolio typically managed to maximum 5% capital per stock.
- Under normal circumstances, at least 80% of the strategy's net assets will be invested in small cap companies.<sup>4</sup>

## Inherent Risk Mitigation

- A risk-aware philosophy that has historically produced competitive risk-adjusted returns relative to the benchmark.

<sup>1</sup>Active share calculated relative to the strategy's primary benchmark, the Russell 2000 Index. As of most recent quarter end. Active Share measures the fraction of a portfolio (based on position weights) that differs from the benchmark index. The higher the active share, the greater the difference between the portfolio and index holdings/weights. <sup>2</sup>As of most recent quarter end. <sup>3</sup>Dividend yield includes cash holdings. <sup>4</sup>The strategy considers a company to be a small capitalization company if it has a market capitalization, at the time of purchase, within the range of the market capitalizations in the Russell 2000 Index. **Principal risks of investing in this strategy include stock market risk, management risk, recent market events risk, and small capitalization company risk. Investing in small capitalization companies involves greater risk and the possibility of greater price volatility than investing in larger capitalization and more established companies. All equity investments inherently have aspects of risk associated with them; past performance is no guarantee of future results. An issuer of a security may be unwilling or unable to pay income on a security. Common stocks do not assure dividend payments and are paid only when declared by an issuer's board of directors. The amount of any dividend may vary over time.**

## Long-Term Growth of Dividend Income

- Dividend yield of 1.3%<sup>1</sup> from 37 stocks, all of which pay a dividend. <sup>1</sup>
  - We believe a dividend signals a management team's confidence in durable, enduring franchise value in all market environments.

## Downside Protection & Diversification

- Over the last year, the strategy has exhibited a strong daily downside capture ratio of 72.68% vs. the Russell 2000. <sup>2</sup>
  - Since Inception<sup>3</sup> gross / net monthly downside capture ratio of 83.04% / 86.68% compared to the Russell 2000 (13<sup>th</sup> / 25<sup>th</sup> percentile rank in Small Cap Core peers, "peers").
  - High conviction stocks are held at overweight positions; the top 10 holdings comprise **47.1%** of the portfolio<sup>4</sup> with active share of 97.2% relative to the Russell 2000.

## Long-Term Capital Appreciation through Risk-Adjusted Returns, Since Inception<sup>3</sup>

- Gross/net beta of 0.82 / 0.82 vs. the Russell 2000 (5<sup>th</sup> / 5<sup>th</sup> percentile rank versus peers).
  - Gross/net alpha of 3.41 / 0.36 vs. the Russell 2000 (18<sup>th</sup> / 95<sup>th</sup> percentile rank versus peers).
  - Gross/net standard deviation of 17.47% / 17.49% vs. the Russell 2000 at 20.44% (5<sup>th</sup> / 5<sup>th</sup> percentile rank versus peers).
  - Competitive risk adjusted returns with gross / net Sharpe ratio of 0.50 / 0.31 vs. the Russell 2000 Sharpe ratio of 0.31 (12<sup>th</sup> / 97<sup>th</sup> percentile rank versus peers).

*Data as of most recent quarter end Sources: Bahl & Gaynor, FactSet, and Zephyr. Bahl & Gaynor assumes no liability for the interpretation or use of this report. For illustration purposes only. **Past performance does not guarantee future results.** <sup>1</sup> Dividend yield includes cash holdings. <sup>2</sup> Historical downside capture is the sum of Bahl & Gaynor Small Cap Dividend returns on all Russell 2000 down days divided by the sum of Russell 2000 returns on all respective down days. Down days are defined as any trading day the Russell 2000 Index posts a negative total return. The above is intended only to illustrate how the strategy has behaved in relation to the Russell 2000 benchmark on down days and makes no representation about investment performance. **Bahl & Gaynor Small Cap Dividend performance is derived from the internal rate of return (IRR) of a single non-fee paying representative account. It is calculated on a gross of fee basis and does not incorporate the impact of advisory and other fees which will be experienced by investors.** <sup>3</sup>Inception date is 12/31/2005. Percentile ranking courtesy of Informa – PSN's Small Cap Core Universe. PSN Small Cap Core Universe includes US equity products that select Small Cap (\$500 million - \$2 billion) as their primary market capitalization range with Core chosen as the primary style. REITs and convertible products are excluded. <sup>4</sup>Data is drawn from the Bahl & Gaynor Small Cap Dividend model portfolio that is fully discretionary, unconstrained and subject to change. Individual Bahl & Gaynor clients may or may not hold these positions or have similar characteristics.*



- Since 1990, Bahl & Gaynor has pursued a unified philosophy across strategies that seeks to invest in high quality businesses with underappreciated capabilities aiming to compound capital and grow dividends over time.
- Long-horizon strategy seeks to capitalize on mispricing by short-term-oriented investors.
- Core-principles focus on dividends, quality, and risk: lower structural business risk typically drives lower stock downside capture, beta, and volatility.



## B&G Vertical Investment Research Process

### Bottom-Up Fundamental Investment Process

#### CREATIVE STRATEGIC ANALYSIS

- ✓ Core Economic Biz Model
- ✓ Competitive Resources
- ✓ Industry Structural Learning
- ✓ Management Evaluation



#### FINANCIAL ATTRIBUTES

- ✓ Economic Earnings Power
- ✓ Profit & Cash Flow Capability
- ✓ Leverage & Liquidity
- ✓ Dividend Growth Potential

### Quantitative & Portfolio Analytic Process

#### ✓ SECURITY SCREENING

- ✓ Level 1: Investable Universe
- ✓ Level 2: Multi-Dimensional Characteristic Sorting and Ranking
  - Profitability, Investment, Cash Flow, Leverage, Dividends

#### ✓ SECURITY LEVEL ANALYTICS

- ✓ Risk & Income Characteristics -> Portfolio Impact
- ✓ Exclude Quantitatively Appealing 'Index Stocks' That Fail Fundamental Process



## Bahl & Gaynor Investment Committee

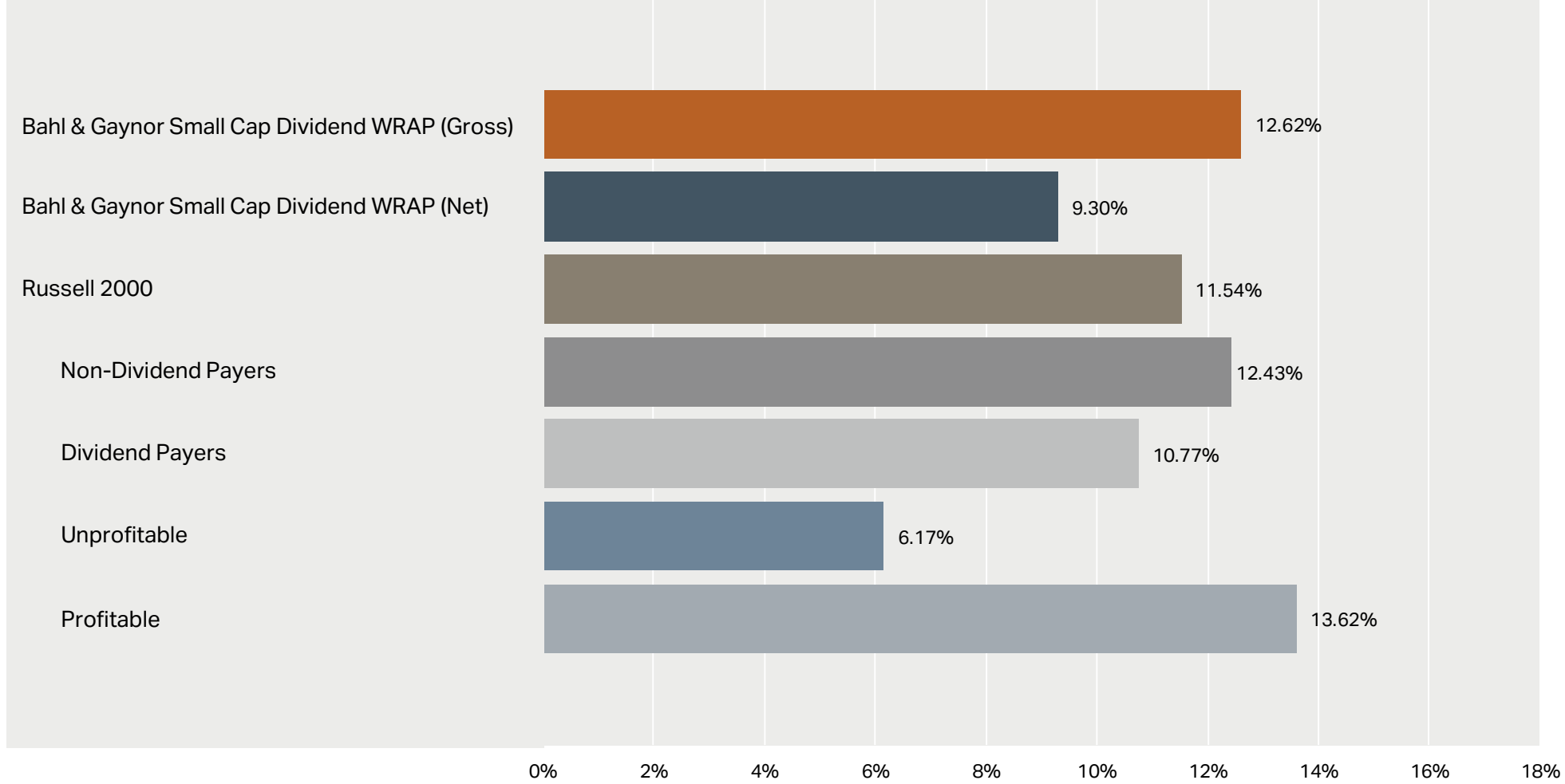
#### PROCESS

- ✓ Proprietary, repeatable process and culture developed since 1990
- ✓ Diversity of viewpoints screens issues, compounds intellectual capital
- ✓ Weekly Sector Focus and Portfolio Action meetings

#### OBJECTIVES

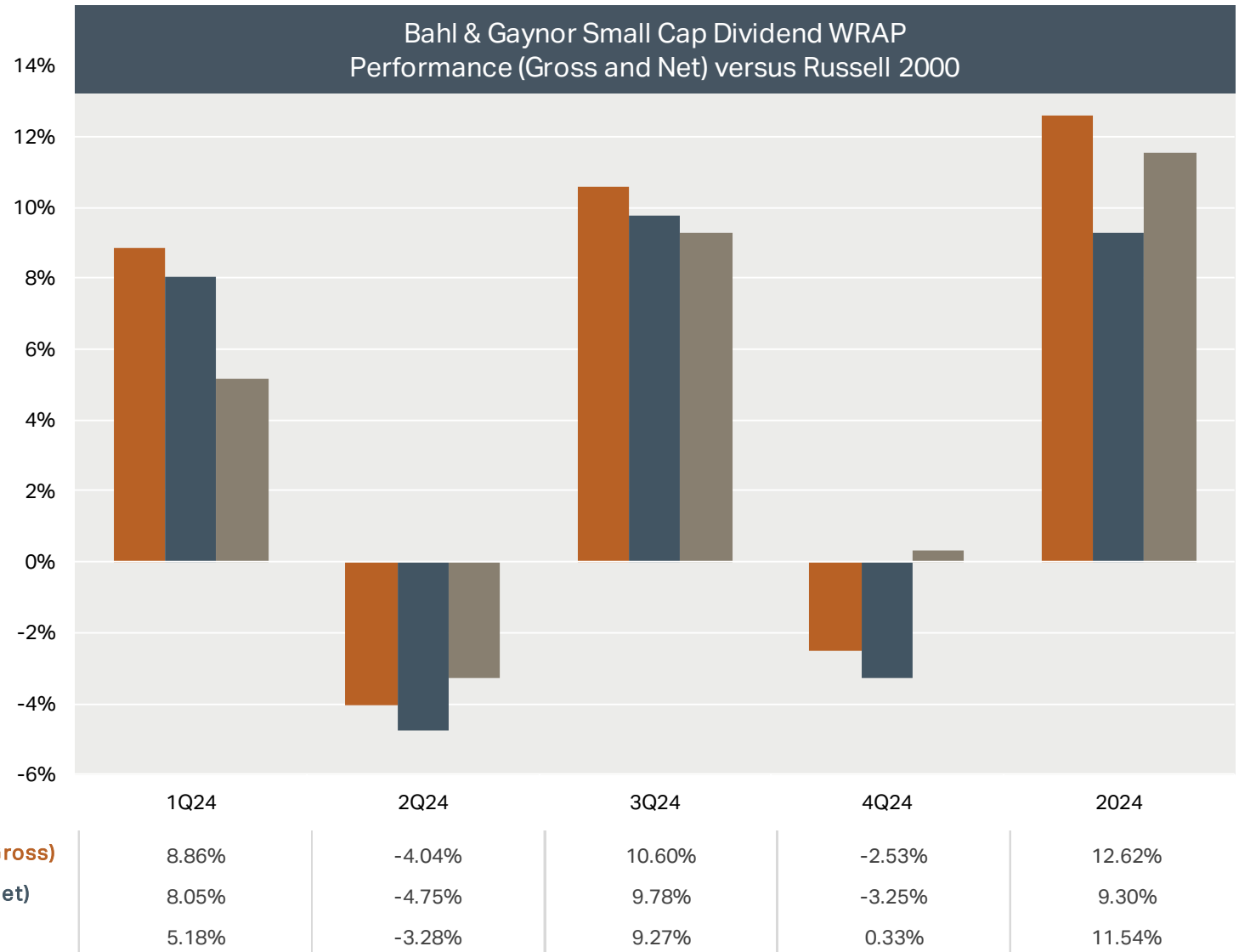
- ✓ Systematic thesis testing of existing holdings
- ✓ Intellectual discourse and consensus approval of new ideas
- ✓ Portfolio management and risk processes
- ✓ **Final trade authorization & portfolio decision making**

Bahl & Gaynor Small Cap Dividend WRAP & Russell 2000 Performance by Characteristics (12/31/2023 - 12/31/2024)



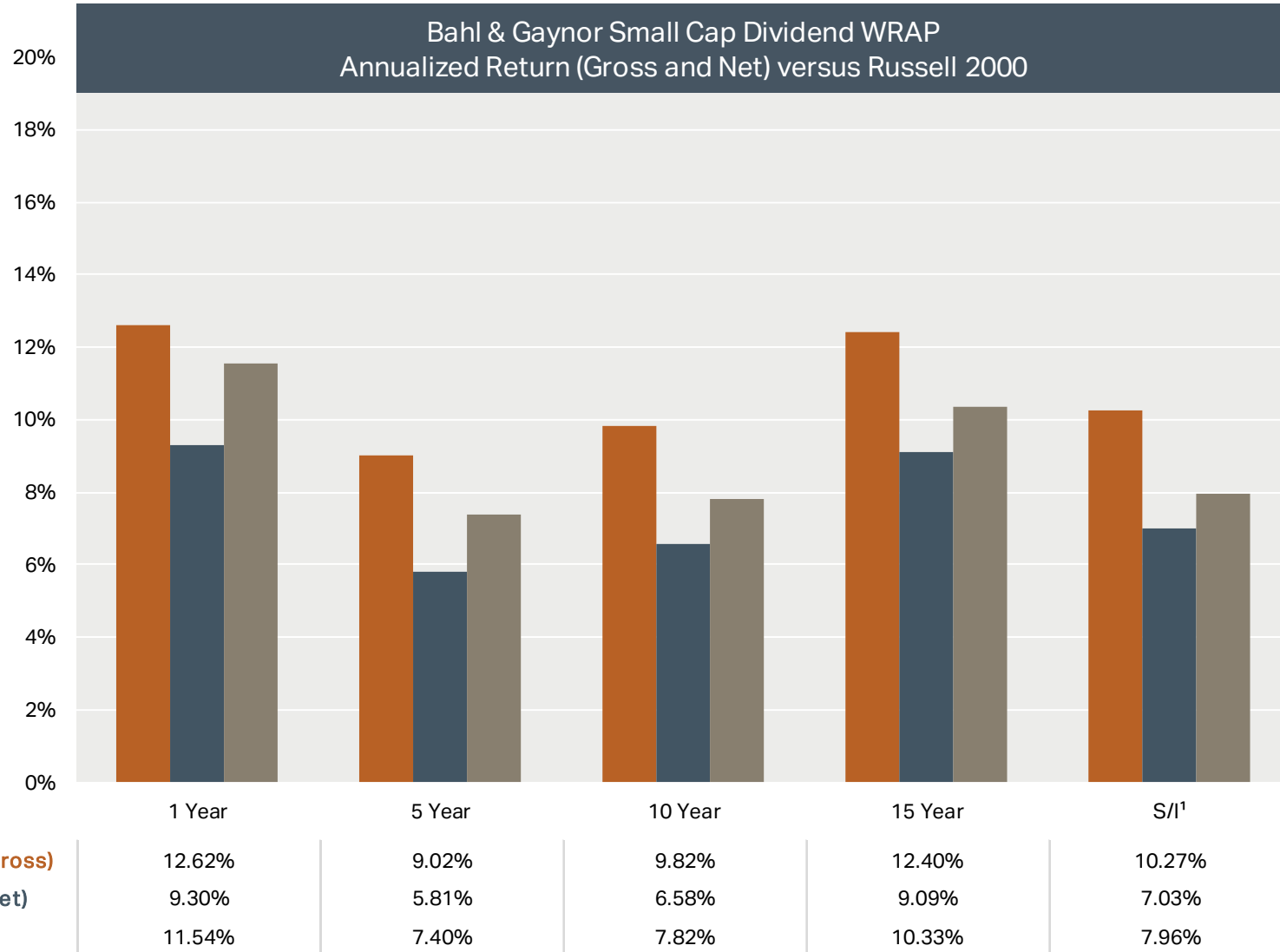
Historical performance results for investment indices and/or categories have been provided for general comparison purposes only, and generally do not reflect the deduction of transaction and/or custodial fees, the deduction of an investment management fee, nor the impact of taxes, the incurrence of which would have the effect of decreasing historical performance results. It should not be assumed that your account holdings do or will correspond directly to any comparative indices. Profitability based on TTM or trailing twelve-month company earnings. **Past performance does not guarantee future results.**  
Source: FactSet.

# Bahl & Gaynor Small Cap Dividend WRAP Composite Performance: AS OF DECEMBER 31, 2024



***Past performance does not guarantee future results.** Other methods may produce different results and the results for individual accounts and for different periods may vary depending on market conditions and the composition of the account. Care should be used when comparing these results to those published by other investment advisers, other investment vehicles and unmanaged indices due to possible differences in calculation methods. No alteration of the composite as presented here has occurred because of changes in personnel or other reasons at any time.*

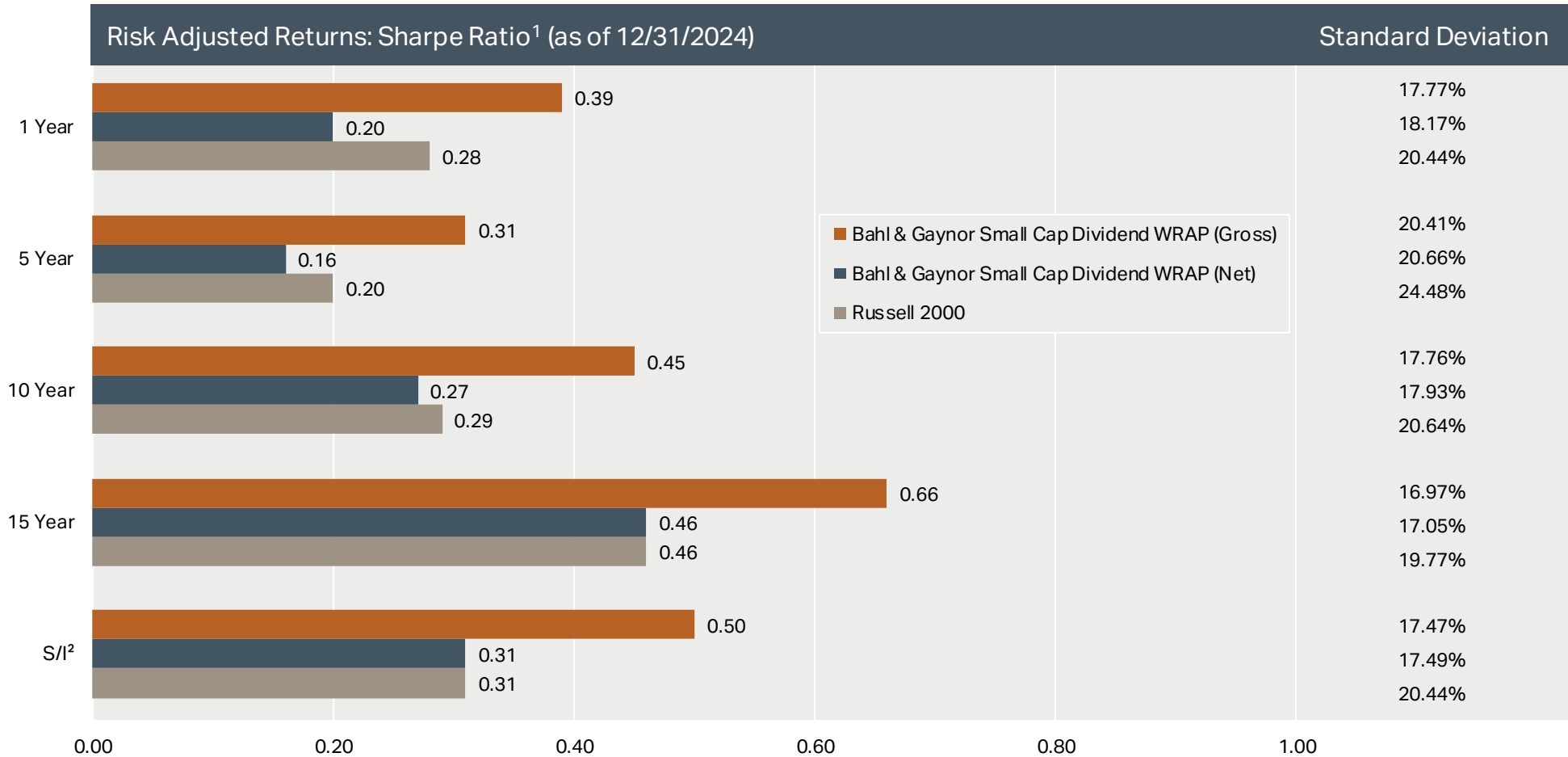
# Bahl & Gaynor Small Cap Dividend WRAP Composite Performance: AS OF DECEMBER 31, 2024



<sup>1</sup>Inception date 12/31/2005. All periods greater than one year are annualized. **Past performance does not guarantee future results.** Other methods may produce different results and the results for individual accounts and for different periods may vary depending on market conditions and the composition of the account. Care should be used when comparing these results to those published by other investment advisers, other investment vehicles and unmanaged indices due to possible differences in calculation methods. No alteration of the composite as presented here has occurred because of changes in personnel or other reasons at any time.

# Risk-Adjusted Return Results:

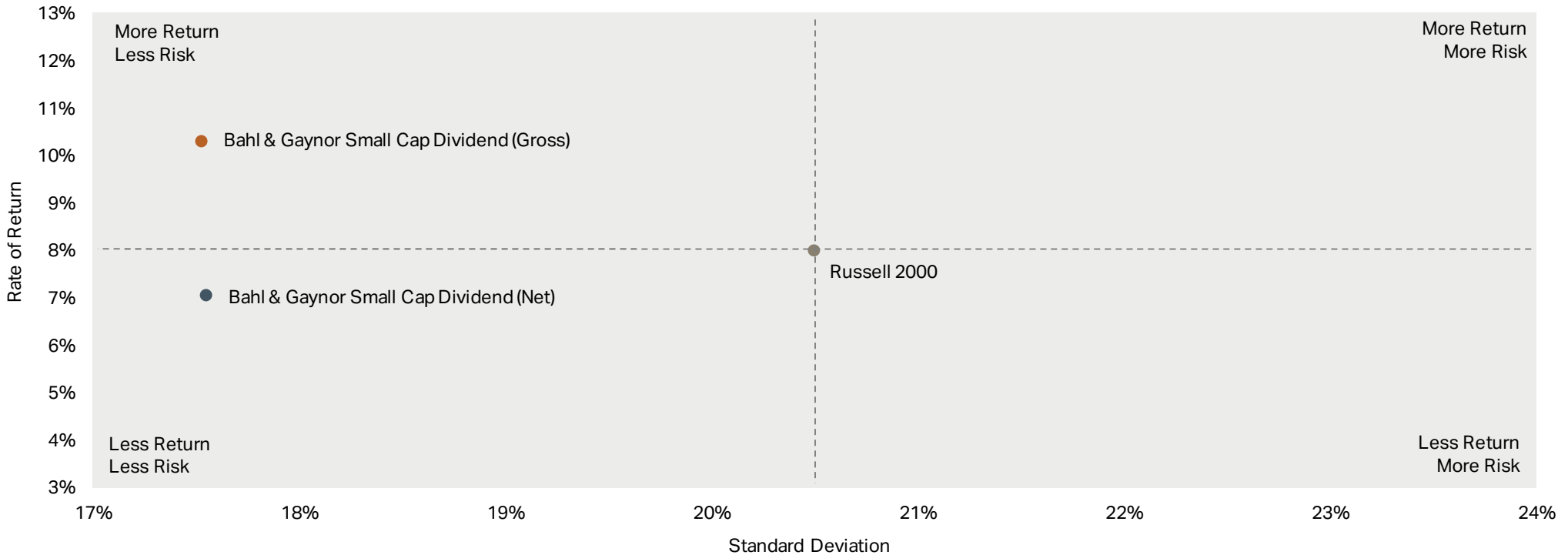
## ACTIVE, DIFFERENTIATED RISK ADJUSTED RETURN PROFILE VERSUS THE INDEX



- A critical element of Bahl & Gaynor’s process is active risk management, which drives competitive risk-adjusted performance over time.

<sup>1</sup>Sharpe Ratio is a measure for calculating risk-adjusted return. It is the return earned in excess of the risk-free rate per unit of volatility or total risk. <sup>2</sup>Inception date 12/31/2005. All periods greater than one year are annualized. **Past performance does not guarantee future results.** Other methods may produce different results and the results for individual accounts and for different periods may vary depending on market conditions and the composition of the account. Care should be used when comparing these results to those published by other investment advisers, other investment vehicles and unmanaged indices due to possible differences in calculation methods. No alteration of the composite as presented here has occurred because of changes in personnel or other reasons at any time. The return figures are calculated as a cap-weighted, float-adjusted index. Source: Zephyr and FactSet.

Bahl & Gaynor Small Cap Dividend WRAP Total Risk/Reward  
(Since Inception<sup>1</sup> as of 12/31/2024)

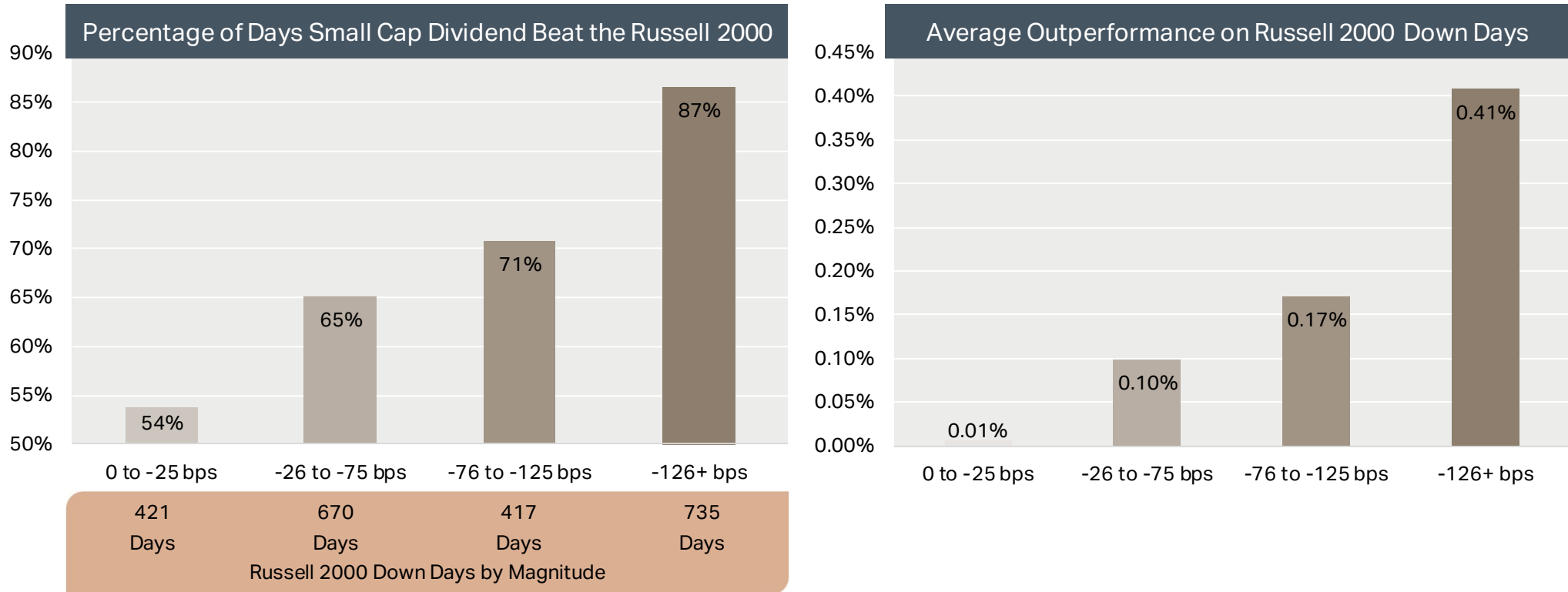


	Rate of Return	Standard Deviation	Sharpe Ratio	Beta	Alpha	Downside Capture
Bahl & Gaynor Small Cap Dividend WRAP Gross   %-ile Rank <sup>2</sup>	10.27%   35	17.47%   5	0.50   12	0.82   5	3.41   18	83.04%   13
Bahl & Gaynor Small Cap Dividend WRAP Net   %-ile Rank <sup>2</sup>	7.03%   99	17.49%   5	0.31   97	0.82   5	0.36   95	86.68%   25
Russell 2000   %-ile Rank <sup>2</sup>	7.96%   97	20.44%   75	0.31   97	1.00   90	0.00   99	100.00%   99

- Our primary objectives are long-term growth of dividend income, downside protection, and total return.

At the time of this update there were 48 peers for consideration in the rankings. **Past performance does not guarantee future results.** <sup>1</sup>Inception date 12/31/2005. <sup>2</sup>Percentile rankings courtesy of Informa – PSN’s Small Cap Core Universe. PSN Small Cap Core Universe includes US equity products that select Small Cap (\$500 million - \$2 billion) as their primary market capitalization range with Core chosen as the primary style. REIT and convertible products are excluded. Source: Zephyr.

# Bahl & Gaynor Small Cap Dividend Downside Capture vs. Russell 2000<sup>†</sup>: DOWNSIDE PROTECTION GREATER WITH MORE NEGATIVE MARKET RETURNS



- Bahl & Gaynor Small Cap Dividend value-added has historically increased as daily market returns become more negative.
- In total, the Bahl & Gaynor Small Cap Dividend strategy outperformed the S&P 500 on 71.0% of down days since inception<sup>†</sup>.
- Lower standard deviation of return and beta relative to peers and the broader market can indicate fewer and less severe losses in volatile times.

The above is intended only to illustrate how the Bahl & Gaynor Small Cap Dividend strategy has behaved in relation the Russell 2000 Index on down days and makes no representation about investment performance. Down days are defined as any trading day the Russell 2000 Index posts a negative total return. Bahl & Gaynor Small Cap Dividend downside capture is derived from the internal rate of return (IRR) of a single non-fee paying representative account, is calculated on a gross of fee basis and does not incorporate the impact of advisory and other fees which will be experienced by investors. <sup>†</sup>Data from 12/31/2005 (Inception) to 12/31/2024. Investing involves risk including possible loss of principal. **Past performance is not a guarantee of future results.** No representation, warranty, or undertaking, expressed or implied, is given to the accuracy or completeness of such information by Bahl & Gaynor or any other person. While such sources are believed to be reliable, Bahl & Gaynor does not assume any responsibility for the accuracy or completeness of such information. Bahl & Gaynor does not undertake any obligation to update the information contained herein as of any future date. Source: Bahl & Gaynor.



Ticker	Company Name
AAON	AAON Inc
AFG	American Financial Group Inc
ATR	Aptar Group Inc
AVNT	Avient Corp
AVT	Avnet Inc
BCPC	Balchem Corp
BWXT	BWX Technologies Inc
CHE	Chemed Corp
CPK	Chesapeake Utilities Corp
CW	Curtiss-Wright Corp
DTM	DT Midstream Inc
ENSG	Ensign Group Inc
EVR	Evercore Inc
FSS	Federal Signal Corp
GIL	Gildan Activewear Inc
HOMB	Home BancShares Inc
IOSP	Innospec Inc
IPAR	Interparfums Inc
KNSL	Kinsale Capital Group Inc
LANC	Lancaster Colony Corp
LFUS	Littelfuse Inc
LMAT	LeMaitre Vascular Inc
MSA	MSA Safety Inc
MTH	Meritage Homes Corp
NPO	Enpro Inc
NSP	Insperty Inc
OLED	Universal Display Corp
POWI	Power Integrations Inc
PRGO	Perrigo Co
TRNO	Terreno Realty Corp
TTEK	Tetra Tech Inc
TXRH	Texas Roadhouse Inc
UFPI	UFP Industries Inc
USPH	US Physical Therapy Inc
UTZ	Utz Brands Inc
VCTR	Victory Capital Holdings Inc
WKC	World Kinect Corp



*Data is drawn from the Bahl & Gaynor Small Cap Dividend model portfolio that is fully discretionary, unconstrained and subject to change. Individual Bahl & Gaynor clients may or may not hold these positions or have similar characteristics. The holdings shown should not be considered a recommendation or solicitation to buy or sell any particular security and may not represent all of the securities purchased, sold or recommended for any particular advisory client. You should not assume that an investment in any of the securities was or will be profitable.*

Source: Bahl & Gaynor.

Bahl & Gaynor Small Cap Dividend Sector Allocation History												R2000
GICS Sector <sup>1</sup>	4Q'14	4Q'15	4Q'16	4Q'17	4Q'18	4Q'19	4Q'20	4Q'21	4Q'22	4Q'23	4Q'24	4Q'24
Communication Services	1.9%	3.2%	0.0%	0.4%	2.6%	2.3%	0.6%	0.7%	1.8%	1.3%	0.0%	<b>1.9%</b>
Consumer Discretionary	11.6%	14.4%	14.1%	13.7%	9.5%	7.8%	4.6%	7.8%	4.1%	2.1%	5.4%	<b>10.5%</b>
Consumer Staples	9.7%	6.3%	5.5%	5.9%	7.1%	9.3%	2.9%	4.4%	8.5%	7.7%	7.7%	<b>2.8%</b>
Energy	3.2%	1.2%	1.1%	1.3%	0.5%	1.2%	0.7%	0.5%	0.7%	0.9%	1.1%	<b>4.2%</b>
Financials	11.1%	14.8%	12.7%	10.5%	10.8%	12.2%	10.3%	12.8%	14.2%	13.3%	15.7%	<b>19.8%</b>
Health Care	20.3%	17.2%	14.8%	14.3%	17.7%	16.2%	21.9%	17.0%	19.2%	19.8%	18.3%	<b>16.1%</b>
Industrials	16.8%	15.0%	18.7%	18.6%	22.1%	23.1%	27.4%	22.7%	27.2%	34.0%	32.4%	<b>17.8%</b>
Information Technology	20.4%	22.9%	25.9%	25.3%	20.1%	17.6%	16.8%	17.1%	12.3%	7.4%	5.6%	<b>15.1%</b>
Materials	4.6%	3.8%	4.2%	4.4%	4.8%	3.8%	6.6%	8.7%	6.0%	7.3%	7.2%	<b>4.4%</b>
Real Estate	-	-	2.1%	3.8%	2.4%	2.5%	5.2%	4.9%	2.7%	2.8%	2.4%	<b>4.4%</b>
Utilities	-	-	-	1.3%	1.5%	3.2%	2.4%	2.7%	2.3%	2.1%	2.7%	<b>2.9%</b>
Cash	0.4%	1.3%	0.9%	0.6%	0.9%	0.8%	0.6%	0.6%	1.1%	1.3%	1.5%	<b>0.0%</b>

Top 10 Portfolio Holdings		
Holding	% of Portfolio	Dividend Yield
Ensign Group (ENSG)	5.86%	0.2%
Curtiss-Wright (CW)	5.80%	0.2%
Victory Capital (VCTR)	5.76%	2.7%
Chemed (CHE)	4.83%	0.4%
Evercore (EVR)	4.75%	1.2%
Tetra Tech (TTEK)	4.62%	0.6%
AAON (AAON)	4.60%	0.3%
Federal Signal (FSS)	4.32%	0.5%
MSA Safety (MSA)	3.28%	1.2%
Enpro (NPO)	<u>3.26%</u>	0.7%
<b>% of Portfolio Value:</b>	<b>47.1%</b>	

Portfolio Characteristics		
Characteristic	Bahl & Gaynor Small Cap Dividend	Russell 2000
Number of Equity Holdings	37	1966
P/E Ratio (trailing 12 months ex. neg.)	28.0x	17.4x
P/E Ratio (trailing 12 months inc. neg.)	28.0x	84.1x
Forward P/E (ex. neg. earnings)	21.4x	16.3x
Forward P/E (inc. neg. earnings)	21.4x	30.3x
P/B Ratio	3.5x	2.0x
P/CF Ratio (inc. neg. cash flows)	26.0x	51.3x
Weighted Average Market Cap	\$6.9B	\$3.6B
Dividend Yield	1.3%	1.3%

Data is drawn from the Bahl & Gaynor Small Cap Dividend model portfolio that is fully discretionary, unconstrained and subject to change. Individual Bahl & Gaynor clients may or may not hold these positions or have similar characteristics. Portfolio dividend yield includes cash holdings. <sup>1</sup>Sector weights are as of period end.

Source: FactSet.

# Bahl & Gaynor Small Cap Dividend WRAP Composite Performance: AS OF DECEMBER 31, 2024

Bahl & Gaynor Small Cap Dividend vs. Russell 2000			
Annual & Quarterly Performance	Bahl & Gaynor Small Cap Dividend WRAP (Gross)	Bahl & Gaynor Small Cap Dividend WRAP (Net)	Russell 2000
2024	12.62%	9.30%	11.54%
4Q 2024	-2.53%	-3.25%	0.33%
3Q 2024	10.60%	9.78%	9.27%
2Q 2024	-4.04%	-4.75%	-3.28%
1Q 2024	8.86%	8.05%	5.18%
2023	19.28%	15.77%	16.93%
2022	-13.23%	-15.79%	-20.44%
2021	16.74%	13.30%	14.82%
2020	13.20%	9.86%	19.96%
2019	26.33%	22.61%	25.52%
2018	-9.80%	-12.45%	-11.01%
2017	14.86%	11.48%	14.65%
2016	28.22%	24.45%	21.31%
2015	-1.32%	-4.22%	-4.41%
2014	4.74%	1.65%	4.89%
2013	44.64%	40.39%	38.82%
2012	11.45%	8.17%	16.35%
2011	3.76%	0.71%	-4.18%
2010	29.20%	25.39%	26.85%
2009	29.41%	25.60%	27.17%
2008	-26.64%	-28.80%	-33.79%
2007	4.81%	1.72%	-1.57%
2006	11.61%	8.32%	18.37%

Please review the GIPS Report on the following page.

# Small Cap Dividend WRAP Composite:

## DECEMBER 31, 2005 (INCEPTION) – DECEMBER 31, 2023

Year	Net <sup>†</sup> Return (%)	"Pure" Gross Return (%)	Benchmark Return (%) Russell 2000	Number of Accounts	Composite Dispersion (%)	3 Year Ex-Post Standard Deviation		Total Composite Assets (\$MM)	Non-fee Paying Assets (%)	Total Firm Assets (\$MM)	Total AUA (\$MM) <sup>1</sup>
						Composite (%)	Russell 2000 (%)				
2014	1.65	4.74	4.89	21	0.15	11.7	13.1	33.6	6.6	7,545.8	5,699.9
2015	-4.22	-1.33	-4.42	23	0.28	13.4	14.0	45.4	4.8	7,966.6	6,050.1
2016	24.45	28.21	21.28	31	0.75	14.2	15.8	81.5	3.2	8,792.4	8,425.1
2017	11.48	14.87	14.66	36	0.18	12.7	13.9	141.7	1.8	10,778.1	11,541.5
2018	-12.45	-9.80	-11.01	≤5	N/A	14.3	15.8	27.3	0.0	10,688.5	12,901.4
2019	22.61	26.33	25.53	≤5	N/A	14.7	15.7	5.1	0.0	15,358.8	22,144.9
2020	9.86	13.20	19.96	≤5	N/A	20.8	25.3	5.3	0.0	16,244.6	25,716.4
2021	13.30	16.74	14.82	≤5	N/A	19.0	23.4	6.6	0.0	18,705.1	32,123.7
2022	-15.79	-13.23	-20.44	≤5	N/A	22.0	26.0	6.6	0.0	16,936.7	29,420.5
2023	15.77	19.28	16.93	≤5	N/A	19.2	21.1	6.8	0.0	17,722.1	29,724.3

**ORGANIZATION AND PRESENTATION STANDARDS** - The firm is defined as Bahl & Gaynor Investment Counsel, Inc. (Bahl & Gaynor), an independent, privately held corporation registered as an investment adviser under the Investment Advisers Act of 1940. Based on the way the firm holds itself out in the marketplace and in order to adhere to both the requirements and the spirit of the GIPS standards, we have adopted the broadest possible definition of the firm. The firm includes all accounts managed by the firm. Bahl & Gaynor manages both institutional and high net worth accounts. Registration does not imply a certain level of skill or training. The Small Cap Dividend WRAP composite was created in January 2018. Bahl & Gaynor claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Bahl & Gaynor has been independently verified for the periods June 30, 1990 to December 31, 2023. The verification reports are available upon request. 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. Verification does not provide assurance on the accuracy of any specific performance report.

**SCHEDULES OF PERFORMANCE** - The currency used to express performance is U.S. dollars. The composite includes portfolios that were charged a wrap fee by their respective platform sponsors. Wrap fees take the place of a transaction fee structure and represent a percentage fee charged against assets under management. These wrap fees include all charges for trading costs, portfolio management, custody, and other administrative fees. Beginning January 1, 2018, the composite includes only wrap sponsors; performance results prior to this are derived from the Small Cap Dividend composite returns. The composite was comprised of 100% wrap fee paying sponsors as of Dec. 31, 2018 and later. Prior to December 31, 2017 0% of accounts paid a wrap fee. Composite dispersion measures represent the consistency of a firm's annual composite performance with respect to the individual account annual returns within a composite. The dispersion of annual returns is measured by standard deviation across asset-weighted accounts. Dispersion includes only those accounts which have been included in the composite for the entire year. This eliminates any inaccuracies created by annualizing partial year returns. For the years when less than six accounts were included in the composite for the full year, no internal dispersion measure is presented, and the number of accounts is listed as ≤5. Risk measures are calculated using net-of-fee returns. Additional information regarding policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request. **Past performance is not indicative of future results.** Other methods may produce different results and the results for individual accounts and for different periods may vary depending on market conditions and the composition of the account. Care should be used when comparing these results to those published by other investment advisers, other investment vehicles and unmanaged indices due to possible differences in calculation methods. In February 2019 a platform partner had an operational change and began to trade their own accounts and thus changed classification from assets under management to assets under advisement. As a result of this change a significant portion of composite assets were no longer eligible for the composite. No alteration of the composite as presented here has occurred because of changes in personnel or other reasons at any time.

**COMPOSITE STYLE** - The **Small Cap Dividend WRAP Composite** (prior to 12/31/2024 this composite was known as *Small Cap Quality Growth WRAP*) follows the philosophy of investing in quality, dividend-paying stocks, but invests at least 80% of the strategy's holdings in small cap companies. Companies are considered to be small capitalization if they have a market capitalization, at the time of investment, within the range of the market capitalizations of the Russell 2000 index. Typically, this results in a portfolio with less risk than the benchmark for this space. Key material risks include the risks that stock prices will decline and that the composite will underperform its benchmark. As of January 1, 2016 the minimum account size is \$100,000, an account dropping below 75% of the composite's minimum threshold shall be removed from the composite at the beginning of the month it declined in market value. There was no account minimum prior to 2016. A complete list and description of Firm composites and performance results is available upon request.

**BENCHMARK** - The Russell 2000 Index measures the performance of approximately 2,000 of the smallest-cap U.S. companies in the Russell 3000 Index. The Russell 2000 Index is one of the most appropriate benchmarks to best reflect broad market small cap performance. The Russell 2000 Index was added as a secondary benchmark on September 30, 2019 and named the primary benchmark on December 31, 2024. Also on December 31, 2024 the Russell 2000 Growth was retroactively removed as a benchmark for all periods. Changes to the composition of growth style benchmarks over time have made comparisons to the Russell 2000 more meaningful. Index information was obtained by ICE Data Services and Bloomberg. Benchmark returns are not covered by the report of the independent verifiers.

**ADVISORY FEES** - "Pure" gross returns, presented as supplemental information, after December 31, 2017 do not reflect the deduction of any trading costs, fees or expenses and are presented for comparison purposes only. "Pure" gross returns prior to December 31, 2017 reflect the deduction of trading costs. The wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees and are representative of the Small Cap Dividend composite. Net returns are calculated by subtracting the highest applicable wrap fee (3.00% on an annual basis, or 0.75% quarterly) on a quarterly basis from the "pure" gross composite quarterly return and reflect the reinvestment of income and other earnings. The standard fee schedule in effect is 3.00% on total assets.

<sup>†</sup>Net returns from January 1, 2006 through December 31, 2017 were calculated by reducing the gross of fee return of the Small Cap Dividend Composite by the maximum applicable SMA fee for this strategy of 3.00% annually, prorated on a quarterly basis. The Small Cap Dividend Composite had 0% of accounts on a wrap sponsor platform prior to December 31, 2017.

<sup>1</sup>Assets Under Advisement (AUA) are presented as supplemental information. Bahl & Gaynor identifies assets under management as assets over which the firm has discretion (including high net worth and institutional SMA accounts and certain platform assets). Assets under advisement include model-only platform assets in accounts over which the firm does not have discretion.

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.



**Robert S. Groenke**

Mr. Groenke is Portfolio Manager & Principal, Chief Executive Officer & President. He is responsible for portfolio management, investment research of the real estate sector, and client service.

**EDUCATION**

University of Chicago  
Master of Business Administration  
University of Michigan  
Bachelor of Arts in Economics



**Peter M. Kwiatkowski, CFA**

Mr. Kwiatkowski is Portfolio Manager & Principal, Chief Investment Officer. He is responsible for portfolio management, investment research of industrials, and client service.

**EDUCATION**

California State University  
Bachelor of Science



**Stephanie S. Thomas, CFA**

Mrs. Thomas is Portfolio Manager & Principal, Managing Director, Institutional. She is responsible for portfolio management, investment research of the real estate sector, and client service.

**EDUCATION**

University of Notre Dame  
Master of Business Administration  
Wittenberg University  
Bachelor of Arts



**John B. Schmitz, CFA**

Mr. Schmitz is Portfolio Manager & Principal, Board Director. He is responsible for portfolio management, investment research of the energy sector, and client service.

**EDUCATION**

University of Cincinnati  
Bachelor of Business Administration



**Kevin T. Gade, CFA, CFP®**

Mr. Gade is Portfolio Manager & Principal, Chief Operating Officer. He is responsible for portfolio management, investment research of the health care sector, and client service.

**EDUCATION**

University of Cincinnati  
Bachelor of Business Administration



**Nicholas W. Puncer, CFA, CFP®**

Mr. Puncer is Portfolio Manager & Principal, Managing Director, Institutional. He is responsible for portfolio management, investment research of the telecommunication and information technology (software & IT services) sectors, and client service.

**EDUCATION**

University of Cincinnati  
Bachelor of Science in Business Administration



**Edward A. Woods, CFA**

Mr. Woods is Portfolio Manager & Principal, Board Director. He is responsible for portfolio management, investment research of financials (financial services, asset managers, and insurance), and client service.

**EDUCATION**

University of Cincinnati  
Master of Business Administration  
Wittenberg University  
Bachelor of Arts



**Ellis D. Hummel, CFP®**

Mr. Hummel is Portfolio Manager & Principal, Board Director. He is responsible for portfolio management, investment research of the utilities and transportation sectors, and client service.

**EDUCATION**

Skidmore College  
Bachelor of Arts



**W. Jeff Bahl**

Mr. Bahl is Portfolio Manager & Principal, Board Director. He is responsible for investment research of financials (investment banks, money center banks, and credit rating agencies), trading, and client service.

**EDUCATION**

**Washington & Lee University**  
Bachelor of Science in Business Administration



**Scott D. Rodes, CFA**

Mr. Rodes is Portfolio Manager & Principal. He is responsible for portfolio management, investment research of the technology (hardware) and materials sectors, and client service.

**EDUCATION**

**Xavier University**  
Master of Business Administration  
**Vanderbilt University**  
Bachelor of Engineering



**Christopher M. Rowane, CFA, CWM®**

Mr. Rowane is Portfolio Manager & Principal. He is responsible for portfolio management, investment research of the consumer discretionary sector, and client service.

**EDUCATION**

**Gannon University**  
Master of Business Administration  
**Gannon University**  
Bachelor of Science in Business Administration



**James E. Russell, Jr., CFA**

Mr. Russell is Portfolio Manager & Principal. He is responsible for portfolio management, investment research of the health care sector, and client service.

**EDUCATION**

**Emory University**  
Master of Business Administration  
**Centre College**  
Bachelor of Science



**J. Eric Strange, CFA**

Mr. Strange is Portfolio Manager & Principal. He is responsible for portfolio management, investment research of consumer staples, and client service.

**EDUCATION**

**Georgetown College**  
Bachelor of Science in Accounting



**Keith H. Rennekamp, CFA, CFP®**

Mr. Rennekamp is Portfolio Manager & Principal. He is responsible for portfolio management, investment research of communication services, and client service.

**EDUCATION**

**Xavier University**  
Master of Business Administration  
**The Ohio State University**  
Bachelor of Business Administration

Investment advisory services provided through Bahl & Gaynor Investment Counsel ("B&G"), a federally registered investment adviser under the Investment Advisers Act of 1940. Registration does not imply information or a certain level of skill or training. More information about B&G can be found by visiting [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) and searching for Bahl & Gaynor. This material is distributed by Bahl & Gaynor Investment Counsel, Inc., and is for information purposes only. No part of this document may be reproduced in any manner without the written permission of Bahl & Gaynor.

Bahl & Gaynor does not represent the following information is accurate or complete and it should not be relied on as such. It is provided with the understanding that no fiduciary relationship exists because of this report. Opinions expressed in this report are the opinions of Bahl & Gaynor and are subject to change without notice. Certain information contained herein constitutes "forward-looking statements," which can be identified by the use of forward-looking terminology such as "may," "will," "should," "expect," "anticipate," "project," "estimate," "intend," "continue," or "believe," or the negatives thereof or other variations thereon or comparable terminology. Due to various risks and uncertainties, actual events, results or actual performance may differ materially from those reflected or contemplated in such forward-looking statements. Nothing contained herein may be relied upon as a guarantee, promise, assurance or a representation as to the future.

Bahl & Gaynor assumes no liability for the interpretation or use of this report. Investment conclusions and strategies suggested in this report may not be suitable for all investors and consultation with a qualified investment advisor is recommended prior to executing any investment strategy. This document does not constitute advice or a recommendation or offer to sell or a solicitation to deal in any security or financial product.

Certain information contained herein has been obtained from third party sources and such information has not been independently verified by Bahl & Gaynor. No representation, warranty, or undertaking, expressed or implied, is given to the accuracy or completeness of such information by Bahl & Gaynor or any other person. While such sources are believed to be reliable, Bahl & Gaynor does not assume any responsibility for the accuracy or completeness of such information. Bahl & Gaynor does not undertake any obligation to update the information contained herein as of any future date.

**The focus for this investment strategy is protection of capital in falling markets, generating current income, and long-term capital appreciation. This Strategy focuses on owning small-size companies having a market capitalization, at the time of purchase, within the range of the market capitalizations of the Russell 2000 Index. The Strategy is designed for long-term investors who are willing to accept short-term market price fluctuations. Principal risks of investing in this strategy include stock market risk, management risk, recent market events risk, and small capitalization company risk. Investing in small-capitalization companies involves greater risk and the possibility of greater price volatility than investing in larger-capitalization and more established companies. All equity investments inherently have aspects of risk associated with them; past performance is no guarantee of future results.**

**An issuer of a security may be unwilling or unable to pay income on a security. Common stocks do not assure dividend payments and are paid only when declared by an issuer's board of directors. The amount of any dividend may vary over time.**

**Definitions:** **Alpha** is a measure of risk-adjusted return expected from a portfolio above the benchmark return at any point in time. **Beta** is a concept that measures the expected move in a portfolio's rate of return relative to movements in the benchmark. A beta greater than 1.0 suggests the portfolio is more volatile than the benchmark and a beta less than 1.0 indicates lower volatility. **Bottom-Up Stock Selection** is an investment approach that focuses on analyzing individual stocks and de-emphasizes the significance of macroeconomic and market cycles. **Dividend** is a portion of a company's profit paid to common and preferred shareholders. **Dividend Yield** is the annualized dividend per share divided by price per share. Dividend yield for the portfolio and benchmark is a weighted average of the results of the individual stocks. **Downside Capture** ratio measures a portfolio's performance in down markets relative to the benchmark. A value of less than 100% indicates that an investment has lost less than its benchmark during periods of negative returns for the benchmark. **Market Capitalization (Market Cap)** is the total dollar value of all outstanding shares (share price x outstanding shares) and is a measure of corporate size. **Price/Book Ratio (P/B Ratio)** is the weighted harmonic average of the portfolio stocks price divided by the book value per share. Book value is a company's total assets minus intangible assets and liabilities. **Price/Cash Flow Ratio (P/CF Ratio)** is the weighted harmonic average of the portfolio stocks share price divided by its operating cash flow per share. **Price/Earnings Ratio (P/E Ratio - Trailing 12 months)** is the weighted harmonic average of portfolio stocks share price divided by the earnings per share over the previous 12 months. **Price/Earnings Ratio (Forward P/E)** is the weighted harmonic average of the portfolio stocks share price divided by the next-twelve-months earnings per share estimate. **Sharpe Ratio** measures the efficiency, or excess return per unit of risk (volatility), of a manager's returns. **Standard Deviation** is a statistical measure of historical variability of returns around a mathematical average return that was produced by the portfolio over a given period. The higher the standard deviation, the greater the variability in returns relative to the average return.

Indices are unmanaged, hypothetical portfolios of securities that are often used as a benchmark in evaluating the relative performance of a particular investment. An index should only be compared with a mandate that has a similar investment objective. An index is not available for direct investment, and does not reflect any of the costs associated with buying and selling individual securities or management fees.

Source: London Stock Exchange Group plc and its group undertakings (collectively, the "LSE Group"). © LSE Group 2023. FTSE Russell is a trading name of certain of the LSE Group companies. "FTSE®", "Russell®", "FTSE Russell®", "FTSE4Good®", "ICB®", "Mergent®", "The Yield Book®", are trademarks of the relevant LSE Group companies and are used by any other LSE Group company under license. All rights in the FTSE Russell indexes or data vest in the relevant LSE Group company which owns the index or the data. Neither LSE Group nor its licensors accept any liability for any errors or omissions in the indexes or data and no party may rely on any indexes or data contained in this communication. No further distribution of data from the LSE Group is permitted without the relevant LSE Group company's express written consent. The LSE Group does not promote, sponsor or endorse the content of this communication."