# Strategy Overview - First Quarter 2023 Core Equity

## **Investment Philosophy**

The Core Equity Strategy ("the strategy") seeks quality growth companies trading at attractive valuation levels. The strategy invests in companies of all sizes with a special focus on companies that we believe to have sustainable, long-term competitive advantages.

Inception Date: April 1, 2005 Portfolio Manager: Todd M. Griesbach, CFA

## **Investment Approach**

Utilizing a bottom-up, fundamental approach, we search for quality growth companies trading at attractive valuation levels. We believe the Strategy's process is distinguished by three key attributes:

### **High Quality**

- Strong and sustainable business models
- Competitive advantages, barriers to entry and unique differentiation
- Strong returns on invested capital and high levels of free cash generation

#### Growth

- Emphasis on secular growth opportunities vs. cyclical
- Focus on organic growth
- Management teams with history of prudent capital allocation and an ability to adapt

#### **Concentrated Portfolio**

- Reflects our deep conviction in holdings
- Controls risk through diversification and appropriate position sizing
- Enables us to conduct rigorous, fundamental research on every holding

| Performance                                   | Quarter | YTD    | 1 Year  | 3 Years | 5 Years | 10 Years | Since<br>Inception<br>(4/1/2005) |
|---|---------|--------|---------|---------|---------|----------|----------------------------------|
| Core Equity Strategy<br>(net of IM fees)      | +6.75%  | +6.75% | -10.72% | +15.30% | +8.69%  | +10.34%  | +7.93%                           |
| Core Equity Strategy<br>(net of IM & WM fees) | +6.49%  | +6.49% | -11.62% | +14.17% | +7.61%  | +9.25%   | +6.86%                           |
| Russell 3000 <sup>®</sup> Index               | +7.18%  | +7.18% | -8.58%  | +18.48% | +10.45% | +11.73%  | +9.29%                           |
| S&P 500 Index                                 | +7.50%  | +7.50% | -7.73%  | +18.60% | +11.19% | +12.24%  | +9.39%                           |

| Strategy Profile                    | Top 10 Holdings             | Weighting | GICS Sectors                  | Weighting |  |
|-------------------------------------|-----------------------------|-----------|-------------------------------|-----------|--|
| Assets                              | Alphabet Inc. (Class A & C) | 7.03%     | Information Technology        | 27.79%    |  |
| \$609.0 million                     | Synopsys Inc.               | 6.19%     | Health Care                   | 17.04%    |  |
| Total Number of Holdings            | Visa Inc.                   | 6.03%     | <b>Consumer Discretionary</b> | 16.33%    |  |
| 24                                  | Danaher Corp.               | 4.95%     | Financials                    | 15.52%    |  |
| Assets in Top 10 Holdings<br>52.20% | PTC Inc.                    | 4.93%     | <b>Communication Services</b> | 9.91%     |  |
|                                     |                             |           | Industrials                   | 7.38%     |  |
| Weighted Avg. Market Cap<br>226,805 | Booking Holdings Inc.       | 4.77%     | Real Estate                   | 4.00%     |  |
| Turnover Ratio                      | Cooper Companies Inc.       | 4.77%     | <b>Consumer Staples</b>       | 0.00%     |  |
| <b>33.49%</b>                       | Amazon.com Inc.             | 4.56%     | Energy                        | 0.00%     |  |
|                                     | Salesforce Inc.             | 4.55%     | Materials                     | 0.00%     |  |
| Active Share<br><b>90.72%</b>       | MarketAxess Holdings Inc.   | 4.42%     | Utilities                     | 0.00%     |  |

Source: RMB Capital Management, FactSet. Performance for periods longer than one year is annualized. Past performance is not indicative of future results, and there is a risk of loss of all or part of your investment. Information above is based on a representative account as of March 31, 2023 and is subject to change. Actual client holdings may vary. Please refer to the following page for the GIPS report and important disclosure information. Active Share is measured against the Russell 3000® Index. Investment management (IM) fees are charged for managed investment accounts, is intended to compensate the portfolio managers for their time and expertise for selecting investments and managing the specific strategy as well as other items, such as investor relations expenses and the administration costs. Wealth management (WM) fees are charged to cover the construction and management of a portfolio and the holistic wealth management services that a client has chosen beyond their investments including, but are not limited to, estate planning, tax strategies (and related services), risk management, financial planning, retirement planning, investment advice, and insurance/banking oversight services. These fees vary by client and for this presentation the highest possible wealth management fees has been applied in these calculations. Prior to 2011, there was only a bundled fee that consisted of both the investment management fees and wealth management fees.



#### **RMB Asset Management**

Core Equity Composite // GIPS Report

**Organization** | RMB Capital Management, LLC ("RMB Capital") is an independent investment advisor registered with the Securities and Exchange Commission under the Investment Advisers Act of 1940 and established in 2005. The GIPS firm is defined as RMB Asset Management ("RMB AM"), a division of RMB Capital Management, LLC. Previously, the firm was defined as RMB Capital and was redefined on January 1, 2016 to only include the asset management business due to the difference in how its investment strategies and services are offered. RMB AM claims compliance with the Global investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. RMB AM has been independently verified for the periods April 1, 2005 through December 31, 2020. The verification report(s) is/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.

Description | The Core Equity Strategy reflects the performance of fully discretionary equity accounts, which have an investment objective of long-term growth using a portfolio of primarily small-, mid-, and large-cap stocks and for comparison purposes is measured against the Russell 3000<sup>®</sup> and S&P 500 indices. The inception date of the Core Equity Composite is April 1, 2005 and the Composite was created on April 1, 2005. Valuations and returns are computed and stated in U.S. Dollars.

#### ANNUAL PERFORMANCE RELATIVE TO STATED BENCHMARK

|      |                    | Composite | Assets           | Annual Perform             | ance Results             |                  |         |                          |                       |                |                     |                         |
|------|--------------------|-----------|------------------|----------------------------|--------------------------|------------------|---------|--------------------------|-----------------------|----------------|---------------------|-------------------------|
|      | Total Firm         |           |                  |                            |                          |                  |         |                          |                       | S&P 500        |                     |                         |
| Year | Assets as of 12/31 |           | # of<br>Accounts | Composite<br>Gross-of-Fees | Composite<br>Net-of-Fees | Russell<br>3000° | S&P 500 | Composite<br>3-YR ST DEV | Russell<br>3000° 3-YR | 3-YR ST<br>DEV | % Non-Fee<br>Paying | Composite<br>Dispersion |
| End  | (\$M)              | USD (\$M) | Managed          | (%)                        | (%)                      | (%)              | (%)     | (%)                      | ST DEV (%)            | (%)            | Assets              | (%)                     |
| 2022 | 5,228.7            | 421.5     | 357              | -22.82                     | -23.20                   | -19.21           | -18.11  | 21.58                    | 21.48                 | 20.87          | 0.20                | 0.43                    |
| 2021 | 6,277.6            | 574.4     | 417              | 23.95                      | 23.36                    | 25.66            | 28.71   | 18.24                    | 17.94                 | 17.17          | 0.00                | 0.37                    |
| 2020 | 5,240.6            | 463.4     | 361              | 22.22                      | 21.66                    | 20.89            | 18.40   | 19.57                    | 19.41                 | 18.53          | 0.00                | 1.31                    |
| 2019 | 4,947.9            | 487.6     | 737              | 32.14                      | 31.48                    | 31.02            | 31.49   | 13.43                    | 12.21                 | 11.93          | 0.02                | 0.92                    |
| 2018 | 4,196.9            | 382.9     | 697              | -1.81                      | -2.28                    | -5.24            | -4.38   | 13.01                    | 11.18                 | 10.80          | 0.04                | 0.46                    |
| 2017 | 3,610.6            | 356.8     | 625              | 23.48                      | 22.88                    | 21.13            | 21.83   | 12.41                    | 10.09                 | 9.92           | 0.04                | 0.37                    |
| 2016 | 3,047.5            | 307.5     | 621              | 13.88                      | 13.31                    | 12.74            | 11.96   | 13.56                    | 10.88                 | 10.59          | 0.04                | 1.02                    |
| 2015 | 3,706.0            | 298.2     | 666              | -4.60                      | -5.07                    | 0.48             | 1.38    | 12.77                    | 10.56                 | 10.47          | 0.03                | 0.54                    |
| 2014 | 3,312.9            | 368.3     | 748              | 6.44                       | 5.92                     | 12.56            | 13.69   | 10.96                    | 9.29                  | 8.97           | 0.03                | 0.44                    |
| 2013 | 3,248.5            | 372.1     | 734              | 31.78                      | 31.14                    | 33.55            | 32.39   | 13.10                    | 12.53                 | 11.94          | 0.03                | 0.73                    |

Fees | Effective January 1, 2011, RMB' Capital's management fee schedule for this Composite is as follows: 0.50% on the first \$3.0 million, 0.475% on the next \$2.0 million, 0.450% on the next \$5.0 million, 0.425% on the next \$1.0 million, and 0.400% over \$25.0 million. Actual management fees charged by RMB may vary. Composite performance is presented on a gross-of-fees and net-of-fees basis and includes the reinvestment of all income. Gross-of-fees returns means it is net of transaction costs but gross of asset management fees and custodian fees. The payment of actual fees and expenses would reduce gross returns. The compound effect of such fees and expenses should be considered when reviewing gross returns. The net returns are reduced by all actual fees and transactions costs incurred. The composite includes accounts that pay asset-based pricing for trading expenses. The maximum fee is 15 basis points per year; however, many accounts pay lower amounts due to household break-point relief. Returns for those accounts prior to 3/1/19 do not reflect the deduction of asset-based pricing are therefore gross of trading expenses. These accounts represent approximately 84% of composite assets. In addition to a management fee, some accounts pay a wealth management fee based on the percentage of assets under management to RMB Capital. The annual composite dispersion is an asset-weighted standard deviation calculated for the accounts in the Composite the vear. Risk measures presented are calculated using gross-of-fees performance. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request.

Minimum Value Threshold | The account minimum in the Core Equity composite is currently \$500 thousand. Prior to July 2020, the composite did not have a minimum.

**Comparison with Market Indices** | RMB compares its Composite returns to a variety of market indices such as the Russell 3000 and the S&P 500. The indices represent unmanaged portfolios whose characteristics differ from the Composite portfolios; however, it tends to represent the investment environment existing during the time period shown. The Russell 3000° Index consists of the 3000 largest publicly listed U.S. companies, representing about 98% of the U.S. equity market. The index does not reflect investment management fees, brokerage commissions, or other expenses associated with investing in equity securities. The S&P 500 Index is widely regarded as the best single gauge of the U.S. equity market. It includes 500 leading companies in leading industries of the U.S. economy. The index focuses on the large-cap segment of the market and covers approximately 75% of the U.S. The index includes dividends reinvested. An investment cannot be made directly in an index. The returns of the index do not include any transaction costs, management fees, or other costs. The investment strategy and types of securities held by the comparison index may be substantially different from the investment strategy and types of securities held by the presented are not covered by the report of independent verifiers.

Other | Past performance is no guarantee of future performance. Historical rates of return may not be indicative of future rates of return. Individual client performance returns may be different than the composite returns listed. Total Firm Assets as of 12/31 for the years 2011 and 2012 have been revised to exclude assets from personal trading accounts that were included in previously reported figures. 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. A list of Composite Descriptions and a list of Broad Distribution Pooled Funds are available upon request.

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