

# **GRANITE SMALL CORE EQUITY**

INVESTMENT PARTNERS —											
Firm											
Assets*	\$3,673 MM										
Employee Ownership	100%										
Avg Years Inv Experience	26										
Inception	2009										
Location	Los Angeles, CA										
Granite Small Core Equity											
Assets*	\$1,644 MM										
Turnover (12 months)	52%										
Cash	4.08%										
Benchmark	Russell 2000® Total										
Inception	August 1, 2007										
Portfolio Manageme	nt & Experience										
Lead Portfolio Manager Jeffrey J. Hoo, CFA	25 Years										
Principal, Portfolio Manage											
<u>Co-Portfolio Managers/A</u> Peter O. Lopez	<u>nalysts</u> 29 Years										
Principal, Portfolio Manage											
Joshua D. Shaskan, CFA Principal, Portfolio Manage											
Pankaj R. Chandak, CFA	10 Years										
Principal, Portfolio Manage											
Emerson T. Whitley, CFA Principal, Research Analys	18 Years										
Jeanne S. Wong, CFA	21 Years										
Principal, Research Analys											
Andrew Magill, CFA Research Analyst	6 Years										
Nescal Cit Allalyst											
Supporting Team	20 Voore										
Geoffrey I. Edelstein, CFA Principal, Portfolio Manage											
Edward S. Han	29 Years										
Principal, Portfolio Manage											
Gary U. Rolle, CFA Principal, Portfolio Manage	<b>56 Years</b> er										
Erik U. Rolle	20 Years										
Principal, Portfolio Manage	er										

Solmaz Emami, CFA

Principal, Trader, Research Analyst

18 Years

### **QUARTERLY FACT SHEET**

**September 30, 2022** 

### **OBJECTIVE & PORTFOLIO STRUCTURE**

To consistently outperform the Russell 2000 Index over a full market cycle (typically 3-5 years) with less than commensurate risk.

Granite's Small Core Equity philosophy views investing as a continuum rather than mutually exclusive Growth and Value segments. Nearly all sectors, industries and companies can demonstrate both growth and value characteristics depending on where they are positioned in the economic or business development cycle. In many cases these companies have improving fundamentals and are selling below their intrinsic values.

- **Bottom-Up Research Process:** An independent fundamental, research-driven process to identify unique companies that demonstrate:
  - superior company management performance
  - · sustainable business models
  - accelerating free cash flow driven by long-term catalysts
- Concentrated: Typically 60 stocks
- Diversified: Broad diversification across industries and sectors
- **Turnover**: Historical average annual turnover between 60-75%
- Fully Invested: Typically not greater than 5% cash; Maximum 10%

## **FUNDAMENTAL RESEARCH FOCUS**

# Original research is the core of Granite's investment process.

Every portfolio manager, regardless of tenure and experience, is an analyst first and foremost.

Granite believes that value can be added when seeking to identify, at an early stage, catalysts or positive changes affecting a company that the market has yet to discern.

Multiple factors are reviewed and analyzed to identify what Granite believes to be the most compelling investment opportunities.

These fundamental catalysts are often the greatest driver of the growth of revenue and earnings

Superior Company Management

Valuation

Granite Seeks
To Identify High Quality
Companies

Cash Flow Model

Operating Metrics

Operating Metrics

**for a company.** Examples of fundamental catalysts include; a new product introduction, application of an emerging technology, a positive change in management, advances in operational efficiencies or a strategic acquisition.

At Granite, this process has been applied **consistently over many years regardless of market conditions.** 

<sup>\*</sup> Assets include assets managed directly by Granite (AUM) and advisory-only assets (AUA). Granite had assets under management of \$2,505MM firm-wide and \$1,165MM in the Granite Small Core Equity strategy as of September 30, 2022. This is not a recommendation to buy or sell a particular security. Please see the performance disclosure at the end for additional information on Granite's Small Core Equity composite.



# **GRANITE SMALL CORE EQUITY**

**September 30, 2022** 

Supplemental Information

### **PORTFOLIO SNAPSHOT**

Benchmark Index: Russell 2000® Total

PORTFOLIO CHARACTERISTICS			TOP 10 HOLDINGS (%)	INDUSTRY WEIGHTS (%)				
	GRANITE	INDEX	Livent Corp.	3.02		GRANITE	INDEX	
Wtd. Avg. Mkt Cap (\$M)	\$2,977	\$2,527	Axonics, Inc.	2.89	Basic Materials	7.90	3.89	
Median Mkt Cap (\$M)	\$2,610	\$917	Helmerich & Payne, Inc.	2.81	Consumer Discretionary	12.73	12.27	
Median Mkt Cap (will)	φ2,010	φ917			Consumer Staples	1.94	3.21	
P/E (Forward 12 mos)	20.66	10.45	CBIZ, Inc.	2.77	Energy	5.29	6.55	
P/E (Trailing 12 mos)	22.22	10.46	Halozyme Therapeutics, Inc.	2.58	Financials	8.95	17.10	
F/L (Trailing 12 11105)	22.22	10.40	Visteon Corporation Agilysys, Inc.	2.44	Health Care	15.96	18.31	
Price/Book	2.36	1.75		2.35	Industrials	21.12	15.97	
EPS Growth (3-5 Years)	39.92	14.94	Agilysys, IIIC.	2.55	Real Estate	4.42	6.51	
EFS Glowth (3-5 feats)	39.92	14.94	Inter Parfums, Inc.	2.33	Technology	12.65	10.68	
Active Share	94.46		Texas Capital Bancshares, Inc.	2.23	Telecommunications		1.74	
# of Securities	60	1,970	HealthEquity, Inc.	2.17	Utilities	4.96	3.78	
The Portfolio Spanshot is based on a repres	contative account and in	deemed supplemental	and complements the Granite Small Core Equity composite	and disalogues	which is an integral part of this fact about			

The Portfolio Snapshot is based on a representative account and is deemed supplemental and complements the Granite Small Core Equity composite and disclosure, which is an integral part of this fact sheet

### GRANITE SMALL CORE EQUITY COMPOSITE PERFORMANCE (%)

								` '					
CUM	<b>IULATIVE RET</b>	URN		AVERAGE ANNUALIZED RETURN									
	Quarter	YTD			1 YEAR	3 YEARS	5 YEARS	7 YEARS	10 YEARS	15 YEARS	INCEPTION		
GROSS	-1.82	-29.82	GR	oss	-29.28	6.51	7.23	10.46	11.27	10.31	10.49		
NET	-2.07	-30.37		NET	-30.01	5.46	6.16	9.36	10.16	9.22	9.40		
INDEX	-2.19	-25.10	IN	IDEX	-23.50	4.29	3.55	7.51	8.55	6.40	6.60		

	CALENDAR YEAR RETURN													
	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
GROSS	17.58	35.62	30.08	-5.20	20.76	16.28	-6.95	6.21	49.80	18.01	2.00	42.71	38.37	-32.77
NET	16.43	34.29	28.80	-6.17	19.57	15.12	-7.87	5.17	48.36	16.85	0.98	41.33	37.02	-33.46
INDEX	14.82	19.96	25.52	-11.01	14.65	21.31	-4.41	4.89	38.82	16.35	-4.18	26.85	27.17	-33.79

Inception: August 1, 2007; Past performance is not indicative of future results

Granite reserves the right to limit the number of clients or assets invested in the strategy at any time. As such, the strategy may be unavailable to certain new investors. Please contact Granite for further information or for the status on a particular strategy.

Past performance is not indicative of future results. This material is not financial advice or an offer to sell any product. Not every client's account will have these exact characteristics. The actual characteristics with respect to any particular client account will vary based on a number of factors including but not limited to: (i) the size of the account; (ii) investment restrictions applicable to the account, if any; and (iii) market exigencies at the time of investment. Granite reserves the right to modify its current investment strategies and techniques based on changing market dynamics or client needs. The information provided in this report should not be considered a recommendation to purchase or sell any particular security. There is no assurance that any securities discussed herein will remain in an account's portfolio at the time you receive this report or that securities sold have not been repurchased. The securities discussed may not represent an account's entire portfolio and in the aggregate may represent only a small percentage of an account's portfolio holdings. It should not be assumed that any of the securities transactions, holdings or sectors discussed were or will prove to be profitable, or that the investment recommendations or decisions we make in the future will be profitable or will equal the investment performance of the securities discussed herein. Performance provided by the third party sources may vary slightly from that of Granite's composite due to rounding differences.

The holdings identified do not represent all of the securities purchased, sold or recommended. The index has been selected for comparison purposes only. Individual account holdings may differ significantly from the securities in the index, and the volatility of the index may be materially different from individual account performance. You cannot invest directly in an index. Past performance does not guarantee future results.

Weighted Average Market Cap: The weighted average of market capitalization (market price multiplied by the number of shares outstanding) of the stocks in a portfolio.

Median Market Cap: The midpoint of market capitalization (market price multiplied by the number of shares outstanding) of the stocks in a representative portfolio. Half the stocks in the representative portfolio will have higher market capitalizations; half will have lower.

P/E/: Price to FY1 earnings ratio calculated by dividing the closing price as of the report date by the mean EPS estimate for the next unreported fiscal year (forward 12 mos) or prior fiscal year (trailing 12 mos) as of the report date.

Price/Book: The price-to-book ratio (P/B Ratio) is a ratio used to compare a stock's market value to its book value. It is calculated by dividing the current closing price of the stock by the latest quarter's book value per share.

EPS Growth (3-5 Years): indicates the long-term forecasted EPS growth of the companies in the representative portfolio, calculated using the weighted average of the available 3-to-5 year forecasted growth rates for each of the stocks in the representative portfolio provided by FactSet estimates.

Active Share: Active Share: Active Share: Active Share: Active Share: Active Share measures the percentage of equity holdings in a representative portfolio that differ from the index constituents. It is calculated by summing the absolute difference of the weight of each holding in

Active Share: Active Share measures the percentage of equity holdings in a representative portfolio that differ from the index constituents. It is calculated by summing the absolute difference of the weight of each holding in the representative portfolio versus the index and dividing by two. Prices are provided by the FactSet Security Prices library.

Strategy inception date: August 1, 2007. Portfolio characteristics reflect a representative Small Core Equity strategy account as of September 30, 2022, and are subject to change without notice. Individual account holdings may vary based on restrictions, substitutions, cash flows and other factors. Firm assets include both assets under management and assets under advisement. Source for portfolio characteristics, holdings and sector weights: FactSet. The characteristics shown may not be representative of any one clinet's experience and these statistics are not indicative of the adviser's future performance. Granite utilizes best efforts that content provided is compiled or derived from sources believed to be reliable, and accurate, but makes no representations thereof and accepts no liability whatsoever for any loss arising from use or reliance on these contents. This material is deemed supplemental and complements the Small Core Equity strategy performance and disclosure detailed below, which are an integral part of this presentation. More information about the advisor, including its investment strategies and objectives, can be obtained by visiting www. granitepartners-llc.com. A copy of Granite's disclosure statement (Part 2 of Form ADV) is available without charge upon request. Please contact us at info@granitepartners-llc.com or 310-933-3199 if you would like to receive this information.

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## **GRANITE SMALL CORE EQUITY**

**September 30, 2022** 

		Composi	te Assets		Periodic Perform	ance Results (%)			3-Year Annualized Ex	ternal Dispersion (%)		
Period	Total Firm Assets (Millions)	USD (Millions)	Number of Accounts	Composite Gross	Composite Net	Russell 2000® Total	Internal Composite Dispersion	Non-fee-paying Assets as % of Composite Assets	Composite Gross	Russell 2000® Total		
2022 Q3	2,505	625.7	23	-1.82	-2.07	-2.19	-	-	27.01	25.11		
2022 Q2	2,646	637.0	21	-17.45	-17.67	-17.20	-	-	25.99	23.92		
2022 Q1	3,198	766.9	23	-13.40	-13.63	-7.53	-	-	25.02	23.36		
2021	3,574	923.4	27	17.58	16.43	14.82	0.5	-	24.12	23.35		
2020	3,093	888.9	27	35.62	34.29	19.96	1.0	-	25.36	25.27		
2019	2,310	685.3	29	30.08	28.80	25.52	0.3	1%	14.15	15.71		
2018	1,558	500.0	30	-5.20	-6.17	-11.01	0.3	0%	15.34	15.79		
2017	1,795	661.9	32	20.76	19.57	14.65	0.4	0%	14.14	13.91		
2016	1,514	411.7	20	16.28	15.12	21.31	0.2	0%	15.36	15.76		
2015	1,290	198.8	19	-6.95	-7.87	-4.41	0.1	0%	14.11	13.96		
2014	1,093	95.0	9	6.21	5.17	4.89	N/A	3%	13.09	13.12		
2013	767	2.7	<5	49.80	48.36	38.82	N/A	100%	17.79	16.45		
2012	630	1.2	<5	18.01	16.85	16.35	N/A	100%	21.27	20.20		
2011	496	0.1	<5	2.00	0.98	-4.18	N/A	100%	25.77	24.99		
2010		52.5	<5	42.71	41.33	26.85	N/A	0%	26.90	27.69		
2009		36.8	<5	38.37	37.02	27.17	N/A	0%	-	-		
2008		26.5	<5	-32.77	-33.46	-33.79	N/A	0%	-	-		
08/01/07-12/31/07		39.6	<5	-0.97	-1.38	-0.74	N/A	0%	-	-		

N/A –Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.

Performance Results (%) as of September 30, 2022 (Results for periods greater than 12 months have been annualized)											
YTD 1 YEAR 3 YEAR 5 YEAR 10 YEAR INCEPTION											
Composite Gross	-29.82	-29.28	6.51	7.23	11.27	10.49					
Composite Net	-30.37	-30.01	5.46	6.16	10.16	9.40					
Russell 2000 -25.10 -23.50 4.29 3.55 8.55											

Note: Results presented in the two tables above may, due to rounding, vary by a few basis points from the results presented elsewhere in this presentation.

<u>Small Core Equity Composite</u> contains fully discretionary equity accounts that invest in a combination of growth, core, and value securities with a market capitalization between \$100 million and \$3 billion and for comparison purposes is measured against the Russell 2000<sup>®</sup> Index. Key material risks include the risks that stock prices will decline and that the composite will underperform its benchmark.

Granite Investment Partners, LLC (Granite) is an independent SEC-registered investment advisor that commenced operations on August 1, 2009

Granite Investment Partners, LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Granite Investment Partners, LLC has been independently verified for the period August 31, 2009, through December 31, 2020. The verification report is 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.

The Small Core Equity Composite, created on February 1, 2011, has an inception date of August 1, 2007. Performance presented prior to February 1, 2011, was established at Transamerica Investment Management, LLC (TIM) where the composite was known as the Small Core Composite. In 2011, the majority of the senior equity portfolio managers of TIM joined Granite and no material change in personnel responsible for the investment management process occurred. The presentation conforms to the guidelines regarding the portability of investment results.

The Russell 2000 Index is market-cap weighted and measures the performance of the small-cap segment of the U.S. equity universe. The Russell 2000 Index is a subset of the Russell 3000 Index representing approximately 8% of the total market capitalization of that index. It includes approximately 2,000 of the smallest securities based on a combination of their market cap and current index membership. The benchmark definition and returns have been taken from published sources.

The composite returns presented are time-weighted returns, gross and net of management fees, and reflect the reinvestment of all income. Valuations are computed and performance is reported in U.S. dollars. Composite results are based on fully discretionary accounts under management, including those accounts no longer with the firm.

Gross-of-fees returns are presented before management fees and custodial fees but after all trading expenses. Starting October 1, 2019, this composite may include portfolios that pay zero commissions for certain trades (online trading of stocks and ETFs). The zero commissions policy applied to 1% of composite assets as of annual period end 2021, 2020, and 2019. Composite and benchmark returns are presented gross of non-reclaimable withholding taxes.

Net-of-fees returns are calculated by deducting a model management fee, 1/12<sup>th</sup> of the top tier of the fee schedule (1.00%), from the monthly gross composite return.

The current standard management fee schedule for separate accounts in the composite strategy is 1.00% on the first \$25 million, 0.90% on the next \$50 million, 0.80% on the next \$50 million, and 0.70% on the remainder. Actual fees incurred by clients may vary depending on the applicable fee schedule and the size of the account.

The annual internal dispersion measure is calculated using the asset-weighted standard deviation of annual gross-of-fees returns of those portfolios that were included in the composite for the entire year. It is not statistically meaningful for a composite with five or fewer portfolios (NIA) and is not presented for periods shorter than one year. The external dispersion measure presented is an annualized ex-post standard deviation of a population that measures the variability of the monthly gross-of-fees composite returns and the monthly benchmark returns over a trailing three-year period. External dispersion is not presented prior to the year 2010 because 36 consecutive monthly composite returns are not available.

Policies for valuing investments, calculating performance, and preparing GIPS reports are available upon request. A list of composite descriptions and pooled fund descriptions for limited distribution pooled funds is available upon request. Past performance is not indicative of future results and individual account performance may vary.

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