

Established in 1972, M.D. Sass is a boutique, privately-owned SEC-registered investment management firm that manages over \$4B<sup>1</sup> for state and local governments, corporations, endowments and foundations, Taft Hartley funds and high net worth individuals.

### Investment Philosophy

Concentrated Value (“CV”) is a high conviction, opportunistic U.S. equity strategy with a focused portfolio of up to 25 stocks, predominantly mid and large-cap. We seek out-of-favor and/or misunderstood investment situations where perceptions lag reality. We utilize intensive, bottoms-up fundamental research to validate our investment thesis, build conviction and quantify the disconnect between market consensus and our own view.

### Guiding Principles

We believe a *concentrated* portfolio of stocks we understand extremely well provides greater risk-adjusted returns.

We believe investing in situations where we have a *high degree of conviction* enables us to exploit periods of market dislocations even when it feels uncomfortable.

*Intellectual honesty* is essential for building trust and confidence in our fellow team members and optimizing outcomes - it is critical to proactively admit when one is wrong and to volunteer information on investments even when it isn't supportive of our thesis.

As long term investors, a *deep understanding of business fundamentals* is paramount. Other considerations, such as valuation and catalysts, are secondary.

We strive to *continuously improve* our process by reflecting on past successes and failures and how luck played a part in the outcome.

Adherence to process is critical. *During times of crisis, time horizons compress yet that is the exact time they should expand.*

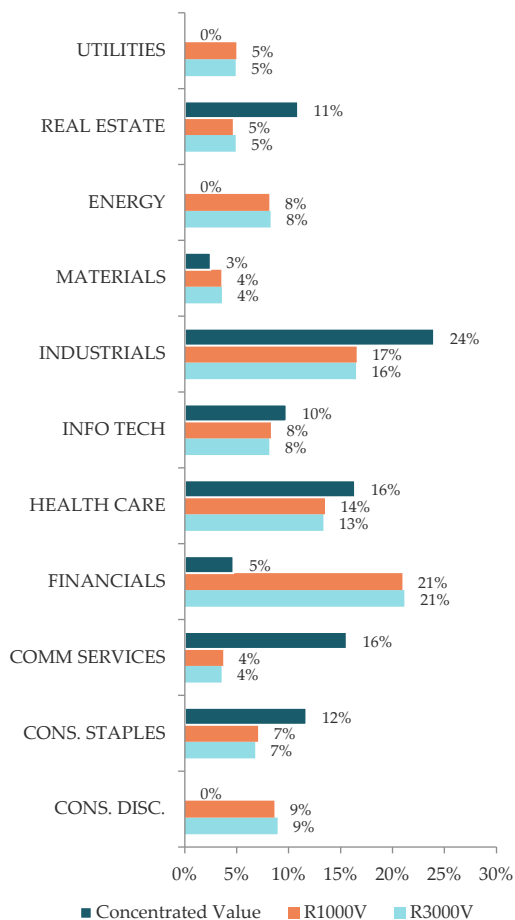
Foster a *culture* of support and commitment to one another's success. Encourage healthy debate, motivate team members to be their best, respect opposing viewpoints and collaborate on ideas rather than compete with each other.

### Net Performance<sup>2</sup>

	Calendar Year						Annualized			Inception-to-Date <sup>(2)</sup>
	2019	2020	2021	2022	2023	YTD 2024	1 Year	3 Year	5 Year	
CV, Net	41.3%	7.6%	30.8%	(5.4%)	21.6%	7.3%	26.9%	12.4%	15.9%	18.6%
R1000V	26.5%	2.8%	25.2%	(7.5%)	11.5%	9.0%	20.3%	8.1%	10.3%	12.2%
R3000V	26.3%	2.9%	25.4%	(8.0%)	11.7%	8.6%	20.2%	7.7%	10.2%	12.1%

### Portfolio Holdings, Sector Weightings, & Characteristics




#### Sector Weightings vs. Benchmark



#### Comparison of Portfolio Characteristics

	CV <sup>3</sup>	R1000V	R3000V	SPX
Number of Holdings	23	845	2,264	503
Market Cap (Wtd. Average)	\$31B	\$159B	\$150B	\$92B
Market Cap (Median)	\$23B	\$14B	\$2B	\$35B
P/E (2024)	20.9x	18.0x	17.7x	23.3x
EPS Growth (2024)	13% <sup>(5)</sup>	1%	0%	11%
P/E (2025)	17.8x	16.0x	15.8x	20.5x
EPS Growth (2025)	16%	12%	12%	14%

#### Top Holdings

Top 5 Holdings <sup>4</sup>	% of Portfolio
 FWONK	7.0%
 APG	6.7%
 CACI	6.0%
 SBAC	6.0%
 CLH	5.8%

#### Equity Team

Name	Title	Years of Experience	Education
Craig Barney, CFA	SVP, Senior Equity Analyst	23+	B.S., Villanova University
William Chiappone, CFA	Trader & Research Analyst	3+	B.S., University of Maryland
Joon Lee	Senior Equity Analyst	11+	B.A., Cornell University
Ari Sass, CFA	President, Portfolio Manager	19+	M.B.A., New York University; B.A., University of Michigan
Martin D. Sass	Chairman and CEO	50+	B.S., Brooklyn College
Eric Ward	Senior Equity Analyst	17+	M.B.A., Columbia Business School; B.S., New York University

### Composite Net Returns

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year-to-Date		
													CV	R1000V	R3000V
2019	13.4%	3.0%	0.2%	5.3%	(7.0%)	8.0%	0.2%	(1.3%)	2.9%	2.6%	6.5%	2.6%	41.3%	26.5%	26.3%
2020	(3.2%)	(9.5%)	(21.7%)	16.9%	5.0%	0.6%	3.5%	4.4%	(3.6%)	4.9%	11.8%	3.9%	7.6%	2.8%	2.9%
2021	3.1%	4.6%	5.3%	5.1%	0.8%	(0.3%)	0.2%	2.4%	(2.4%)	5.7%	(3.4%)	6.5%	30.8%	25.2%	25.4%
2022	(3.7%)	2.5%	1.9%	(6.8%)	0.8%	(6.3%)	10.4%	(2.8%)	(9.0%)	6.6%	7.7%	(4.8%)	(5.4%)	(7.5%)	(8.0%)
2023	10.5%	(2.4%)	(4.6%)	(0.3%)	(0.3%)	9.4%	2.2%	(1.5%)	(4.7%)	(3.2%)	8.1%	8.4%	21.6%	11.5%	11.7%
2024	0.0%	4.6%	2.5%										7.3%	9.0%	8.6%

### Disclosures

<sup>1</sup> Represents assets under management of M.D. Sass LLC and M.D. Sass-Macquarie / Financial Strategies Management Co., LLC and their respective affiliates, as of 3/31/24.

<sup>2</sup> Past performance is not indicative of future results. M.D. Sass does not guarantee any minimum level of investment performance or the success of the M.D. Sass Concentrated Value strategy, and investors may incur losses. M.D. Sass does not provide tax or legal advice, or determine an investor's investment objectives, risk tolerance, or suitability. This performance report should not be construed as a recommendation to purchase or sell any particular securities held in composite accounts. Market conditions can vary widely over time and can result in a loss of portfolio value. 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. Please see page 2 for GIPS composite characteristics and calculation methodology. Registration with the SEC does not imply a certain level of skill or training.

M.D. Sass, LLC (the "Firm") claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. M.D. Sass, LLC has been independently verified for the periods January 1, 1999 – December 31, 2022. 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.

**Composite Characteristics:** The Concentrated Value Composite has a composite inception date of January 1, 2019 and was created in January 2019. Accounts included are comprised of all actively managed dedicated Concentrated Value accounts and the Concentrated Value segment of balanced accounts with assets above USD 1 million. These accounts seek value by focusing on high quality, out of favor stocks and/or misperceived situations. The Concentrated Value composite seeks to outperform broad market and value style equity benchmarks over a full market cycle. The strategy will be more concentrated with more capital in our highest conviction ideas. The composite will target a median market cap comparable to the median market cap of the Russell 1000 Value. The composite benchmark is the Russell 1000 Value and Russell 3000 Value. Composite inception date is January 1, 2019. New accounts that fit the composite definition are added at the beginning of the first full month following a 14-day investment period. (For example, a new account with an inception date of June 5 will be included in the composite on July 1, while a new account with an inception date of June 19 will not be included in the composite until August 1 because on July 1 it will not have completed a 14-day investment period.) Closed account data is included in the composite as mandated by the standards in order to eliminate a survivorship bias. A list of composite descriptions, a list of limited distribution pooled fund descriptions, and a list of broad distribution pooled funds are available upon request. Total strategy and firm assets are presented as supplemental information. Assets excluded from the composite are accounts that do not fit the aforementioned criteria, internal accounts, wrapped accounts, UMA model delivery accounts and discretionary accounts.

**Calculation Methodology:** Valuations and returns are computed in US dollars. Trade-date accounting and accrual accounting are used. All components of income, including realized and unrealized gains and/or losses and accrued income are included in the returns. For the period of January 1, 2019 to present, gross performance for separate accounts are computed on a daily basis using the daily valuation rate-of-return methodology. Cash flows are treated as though they occurred at the end of the day. Cumulative returns are calculated by linking monthly returns through compounded multiplication. Gross-of-fees returns are calculated gross of investment management, custodial fees and reclaimable withholding tax and net of transaction costs. Net-of-fees returns are net of management fees, which include performance fees, and transaction costs, but are gross of custodian fees and reclaimable withholding tax. The investment management fee is based on the actual investment management fee incurred by each portfolio in the composite.

The Russell 1000 Value is a market-capitalization-weighted index that measures the performance of the large-cap value segment of the U.S. equity universe. It includes those Russell 1000 companies with lower price-to-book ratios and lower historical and expected sales growth values. The Russell 3000 Value is a market-capitalization-weighted index that measures the performance of the U.S. equity universe. It includes those Russell 3000 companies with lower price-to-book ratios and lower historical and expected sales growth values. The S&P 500 is a market-capitalization-weighted index that measures the performance of the large-cap segment of the U.S. equity universe. Any indexes and other financial benchmarks shown are provided for informational purposes only, are unmanaged, reflected reinvestment of income and dividends and do not reflect the impact of advisory fees. The indexes are unmanaged and may not be invested in directly. Comparisons to indexes have limitations because indexes have volatility and other material characteristics that may differ from a particular portfolio, for example a portfolio may typically hold substantially fewer securities.

<sup>3</sup> Any targeted returns, fair value / earnings per share / price to earnings estimates, or other forecasts contained herein are based on subjective views and assumptions of M.D. Sass about circumstances that have not yet taken place and may never do so. No representation is made that any targeted returns, fair value / earnings per share / price to earnings estimates, or other forecasts contained herein will, or are likely to be achieved.

<sup>4</sup> For informational purposes only and should not be deemed as a recommendation to buy the securities mentioned. Individual account holdings may vary depending on various factors and account restrictions. Specific investments described herein do not represent all investment decisions made by MD Sass. Portfolio holdings are subject to change and the securities mentioned are a representative portfolio.

<sup>5</sup> Excluding FWONK (315%Y-O-Y EPS Growth)