

# Eaton Vance Atlanta Capital High Quality Small Cap

## Investment Philosophy

We believe that companies with a demonstrated history of **consistent growth and stability in earnings** can more likely provide attractive returns with moderate risk over the long-term.

### Key Differentiators

**High Quality** — We seek to invest in a select number of companies with a demonstrated history of consistent growth & stability in earnings

**Valuation Discipline** — We purchase shares in these high quality companies at a discount to our estimate of fair value

**Downside Risk Management** — We own companies that we believe will generate sustainable free cash flow, this can help manage downside risk in difficult markets

### Types Of Companies – Four Critical Characteristics

**1. Financial Strength** — Sustainable free cash flow; acceptable return of invested capital; strong balance sheet

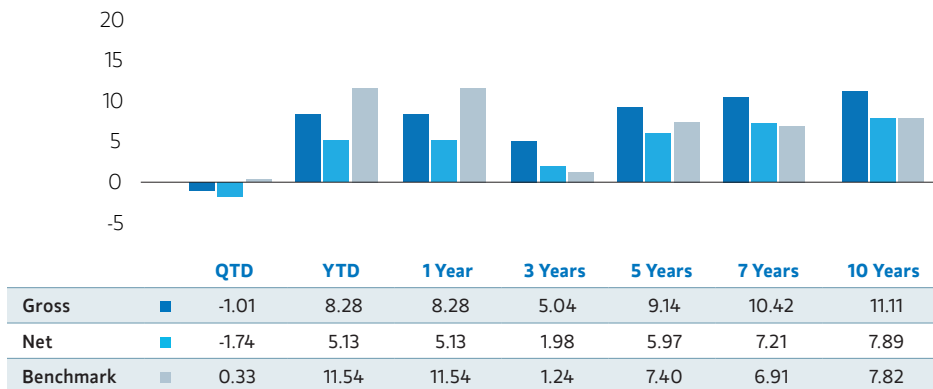
**2. Innovative Business Model** — Dominate a niche; high barriers to entry; consistent demand over business cycle

**3. Shareholder-Oriented Management** — Management incentives aligned with shareholders; rational capital allocation

**4. Overlooked and Underfollowed** — Limited Wall Street research coverage

### Atlanta Capital High Quality Small Cap Wrap Fee Composite

Annualized performance (%) as of 12/31/2024



Benchmark: Russell 2000® Index

## Your Management Team

**Charles B. Reed, CFA**  
Investment experience dating to 1989  
Joined ACM in 1998  
B.S. from Florida State University

**W. Matthew Hereford, CFA**  
Investment experience dating to 1995  
Joined ACM in 2002  
B.A.A. from University of Mississippi

**Jeffrey Wilson, CFA**  
Investment experience dating to 2005  
Joined ACM in 2024  
B.S. and M.S. from Wake Forest University

## Investment Discipline

### Create a "Focus List" of high quality companies

- Capitalizations range between \$200 million - \$4 billion at time of purchase
- Screen for above average quality, excluding companies with volatile earnings streams, short operating histories, high levels of debt, weak cash flow generation and low returns on capital
- 200 – 250 purchase candidates with consistent earnings streams & long operating histories

### Conduct proprietary "onsite" fundamental research

- Research must answer the following questions:
  - Is this the type of business we want to own?
  - What price are we willing to pay?

### Construct a focused yet well-diversified portfolio

- Generally 60 – 70 companies that reflect our best ideas<sup>1</sup>
- 5% maximum position sizes
- Sector weights limited to 30% absolute
- Typically low turnover

### Monitor holdings & review focus list

- Prudent profit taking / portfolio rebalancing as a response to price changes
- We will sell a business if there is a:
  - Change in management or business strategy
  - Deterioration of financial quality
  - Excessive valuation
  - More compelling investment candidate materializes

**Source:** Eaton Vance. This information is for illustrative purposes only, is subject to change at any time and should not be considered investment advice or a recommendation to buy or sell any particular security. Performance returns reflect the average annual rates of return. Periods less than 1 year are not annualized. The composite results shown are GROSS and NET of investment advisory/management fees, which include performance fees if applicable, are quoted in USD and include the reinvestment of dividends and income. Each portfolio may differ due to specific investment guidelines and restrictions. Accordingly, individual results will vary. Please refer to the last page for additional important information. **Past performance does not predict or guarantee future results.** It is not possible to invest directly in an index. Certain statements made herein reflect the subjective views and opinions of Eaton Vance and its personnel. Such statements cannot be independently verified and are subject to change.

<sup>1</sup>There can be no guarantee that the strategy will achieve its investment objectives or that a portfolio consisting of the team's "best ideas" will experience positive performance.

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Holdings-Based Characteristics	Rep Account	Benchmark
5 Year Historical Growth	11.04%	12.59%
Est. Long Term Future Growth	12.10%	11.65%
Return on Capital	24.65%	0.89%
Return on Equity	15.84%	4.84%
Price/Earnings (NTM)	18.50x	15.41x
Price/Cash Flow	15.94x	9.12x
Price/Book Value	3.18x	1.96x
Dividend Yield (TTM)	1.38%	2.52%
Market Capitalization (weighted average)	\$4.46B	\$3.60B
Number of Stocks	64	1966

Sector Breakdown (%)	Rep Account	Benchmark
Industrials	27.93	17.81
Information Technology	20.76	13.82
Financials	15.58	18.65
Health Care	12.92	16.34
Consumer Discretionary	9.69	9.68
Consumer Staples	7.77	2.82
Materials	5.35	4.26
Communication Services	—	2.69
Energy	—	5.13
Real Estate	—	6.09
Utilities	—	2.71

### Returns-Based Characteristics (%)

Since Inception as of 12/31/2024

	Composite	Benchmark
Alpha	4.61	—
Beta	0.70	1.00
R-Squared	0.86	1.00
Information Ratio	0.38	—
Standard Deviation	15.65	20.56
Upside Market Capture	85.69	100.00
Downside Market Capture	58.26	100.00

### Top 10 Holdings (%)

Interparfums, Inc.	4.78
CBIZ, Inc.	3.99
Beacon Roofing Supply, Inc.	3.92
Insight Enterprises, Inc.	3.56
Moog Inc. Class A	3.47
Selective Insurance Group, Inc.	3.40
Dorman Products, Inc.	3.38
Blackbaud, Inc.	3.26
Hamilton Lane Incorporated Class A	2.51
Huron Consulting Group Inc.	2.43

**Source:** FactSet. Top ten holdings, portfolio metrics and sector weightings are based on equity assets of a representative client portfolio and are subject to change. The specific securities identified are not representative of all of the securities purchased, sold or recommended for advisory clients. Actual holdings will vary for each client and there is no guarantee that a particular client account will hold any or all of the securities listed. It should not be assumed that any of the above securities were or will be profitable. Returns-based characteristics are calculated using gross performance. See page 1 for gross and net standardized performance. This information is for illustrative purposes only and should not be considered investment advice or a recommendation to buy or sell any particular security. While every effort has been made to verify the information contained herein, we make no representations as to its accuracy. Information provided for the Atlanta Capital High Quality Small Cap Wrap Fee Composite (the "Composite") is based upon the total assets of all discretionary accounts comprising the Composite. Past performance does not predict or guarantee future results. It is not possible to invest directly in an index. Forecasts and/or estimates provided herein are subject to change and may not actually come to pass.



## Composite Report: SMA High Quality Small Cap Wrap Fee Composite (SMA 2) as of 12/31/2023

Period	Gross Returns (%) <sup>2</sup>	Net Returns (%)	Benchmark Returns (%)	Composite 3-yr Std. Dev. (%) <sup>4</sup>	Benchmark 3-yr Std. Dev. (%)	Number of Accounts	Internal Dispersion (%) <sup>4</sup>	Composite Assets (\$mil)	% Wrap Fee Accounts	Firm Assets (\$mil)
2023 <sup>3</sup>	20.87	17.40	16.93	16.01	21.11	410	0.76	374	60	31,287
2022	-11.45	-14.07	-20.44	20.32	26.02	447	0.52	358	70	25,734
2021	20.18	16.72	14.82	18.48	23.35	481	0.62	456	66	29,908
2020	11.19	7.96	19.96	20.04	25.27	356	1.29	269	100	28,933
2019	27.20	23.56	25.53	12.70	15.71	388	0.39	257	100	25,479
2018	1.57	-1.40	-11.01	12.03	15.79	407	0.25	250	100	19,188
2017	14.71	11.40	14.65	10.94	13.91	431	0.19	272	100	20,606
2016	18.97	15.54	21.31	12.61	15.76	651	0.33	372	100	17,646
2015	4.99	1.93	-4.41	12.55	13.96	684	0.24	332	100	16,054
2014	3.29	0.28	4.89	10.40	13.12	705	0.30	307	100	16,707

<sup>2</sup>Supplemental information – pure gross returns were presented from 10/01/2000 through 12/31/2020. The composite was redefined beginning 01/01/2021 to include wrap fee and non-wrap fee accounts. <sup>3</sup>Period – 01/01/2023 through 12/31/2023. Past performance does not predict or guarantee future results. <sup>4</sup>Internal Dispersion and Composite 3-yr Standard Deviation are calculated using Gross of Fee Returns.

Atlanta Capital Management Company, LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS Standards. Atlanta Capital Management has been independently verified for the periods January 1, 1999 through June 30, 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.

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**Firm Definition:** Atlanta Capital Management Company, LLC (Atlanta Capital or the Firm) is an SEC-registered investment adviser located in Atlanta, Georgia. The Firm became a majority-owned subsidiary of Eaton Vance Corp. in 2001. On March 1, 2021 Eaton Vance and its affiliates which included Atlanta Capital Management became a part of Morgan Stanley Investment Management, a division of Morgan Stanley. Atlanta Capital provides professional investment advisory services to a broad range of institutional and individual clients, and sub-advisory investment management to mutual funds and separately managed wrap fee programs. Atlanta Capital includes all discretionary accounts under management in its composites; total firm assets include discretionary and nondiscretionary accounts for which the firm has investment responsibility.

**Composite Definition:** The investment objective of this style is to seek long-term capital growth. Accounts in this composite invest in common stocks of companies having market capitalizations within the range of companies comprising the Russell 2000® Index. Management seeks to invest in quality companies in strong financial condition whose equities are priced below their estimate of fair value. Characteristics of high quality companies include a history of sustained growth in earnings and operating cash flow, high returns on capital, attractive profit margins and leading industry positions. Investments are determined based primarily on fundamental analysis of a company's financial trends, products and services, and other factors. Financial quality rankings provided by nationally-recognized rating services may be utilized as part of the investment analysis but are not solely relied upon. The portfolios are broadly diversified. All fully discretionary, wrap-fee paying, and transactions cost paying non-wrap fee, sub-advisory and program-sponsored advisory accounts managed in this strategy are eligible for inclusion in the composite.

For the period January 1, 2004 through December 31, 2010, the firm maintained a significant cash flow policy for this composite. When a cash flow of 10% or greater occurred in a wrap-fee account, the account was removed from the wrap-fee composite for the month in which the cash flow occurred. The account was reinstated in the composite at the beginning of the following month after the cash was removed from the account in the event of a withdrawal or reinvested in stocks in the event of a contribution. Beginning January 1, 2011, the policy for significant cash flows was no longer applied to this composite, and accounts are not removed from the wrap-fee composite due to cash flows. Additional information regarding the treatment of significant cash flows is available upon request.

**Risk Considerations:** The value of investments held by the strategy may increase or decrease in response to economic, and financial events (whether real, expected or perceived) in the U.S. and global markets. The value of equity securities is sensitive to stock market volatility. Small capitalization companies are generally subject to greater price fluctuations, limited liquidity, higher transaction costs and higher investment risk than larger, more established companies. The strategy is exposed to liquidity risk when trading volume, lack of a market maker or trading partner, large position size, market conditions, or legal restrictions impair its ability to sell particular investments or to sell them at advantageous market prices.

**Benchmark:** The composite's benchmark is the Russell 2000® Index, a widely accepted measure of the small-cap segment of the U.S. equity universe. The index includes the smallest 2000 companies in the Russell 3000®. Prior to July 1, 2005, the composite was also compared to the Russell 2000® Value Index as the portfolio construction process produced both core and value characteristics. Our high quality investment philosophy tends to be defensive in nature and does consider valuation metrics, but it is more consistent with the philosophy and process of a core manager than a value manager. As of July 1, 2005, to clarify our process for potential clients, we determined that it was most appropriate to benchmark our performance results against the Russell 2000® Index only. The investment process for this strategy is not limited by the relative weights of a benchmark. Strategy deviations from the benchmark may include but are not limited to such factors as active management, exclusion/inclusion of securities held/not held in the index, over/underweighting specific sectors or securities, limitations in market cap, and/or client constraints. Indexes include the reinvestment of dividends and earnings, are unmanaged, and do not incur management fees, transaction costs or other expenses associated with separately managed accounts. It is not possible to directly invest in an index.

**Gross and Net Returns:** Performance reflects reinvestment of all income and capital gains. Composite returns and market values are reported in U.S. dollars. Prior to October 1, 2000, composite gross returns are after transaction costs, any foreign withholding taxes and other direct expenses, but before management fees, custody charges and taxes. From October 1, 2000 through December 31, 2020, composite gross returns are pure gross returns that do not include any fees, expenses or transaction costs. From January 1, 2021 forward, composite gross returns include transaction costs that are incurred by some of the accounts in the composite. Composite gross returns are presented as supplemental information.

Composite net returns for all periods are calculated by deducting the highest annual managed account fee of 3.00% charged by sponsors for wrap-fee accounts in this composite from the gross performance returns. The fee is applied monthly. The managed account fee is a bundled fee that may include any combination of management, transaction, custody and other administrative fees. The annual fee schedule for this composite is as follows: 3.00% on all assets. Actual fees may vary from sponsor to sponsor. All fees for wrap-fee accounts in this composite are available from the managed account sponsors.

**Composite Dispersion:** The annual internal composite dispersion is calculated using the asset-weighted standard deviation of annual gross of fee returns of those portfolios that were included in the composite for the entire year. For those years when less than six portfolios were included in the composite for the full year, no dispersion measure is presented. The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The measure is disclosed for each composite and its benchmark where 36 monthly returns for the composite are available.

**Notes to Composite:** The creation date of this composite is May 2004. Effective October 1, 2000, this composite was redefined to include only fully discretionary, wrap-fee paying, sub-advisory and program-sponsored advisory accounts. Prior to that time, the composite information presented is that of the Firm's institutional High Quality Small Capitalization Composite which included only tax-exempt institutional accounts that did not pay a bundled fee. Effective August 1, 2009 and December 2, 2011, participating program sponsors with a significant number of accounts became solely responsible for all account rebalancing and trading activity. As a result, these accounts became ineligible for composite inclusion. As of January 1, 2021 the SMA High Quality Small Capitalization Wrap Fee Composite was redefined to include all fully-discretionary SMA sub-advisory program accounts managed in this strategy. This includes accounts that do not pay commissions on trades (bundled fee) and accounts that do pay commissions on trades (non-bundled fee). Previously there were separate composites for accounts that did not pay a commission on trades (Wrap Fee Composites) and accounts that did pay commissions on trades (Transactions Cost Non-Wrap Fee Composites). Effective January 1, 2021 the SMA accounts that do pay commissions on trades are now included in the SMA Wrap Fee Composites. There has been no change in investment objective or management style due to the composite redefinitions. Clients or prospective clients should not assume that they will have an investment experience similar to that indicated by past performance results, as shown on the Schedule. Returns may vary based upon differences in account size, timing of transactions and market conditions at the time of investment. Performance during certain time periods reflects the strong stock market performance and/or the strong performance of stocks held during those periods. This performance is not typical and may not be repeated.

**Other Matters:** The Firm's list of composite descriptions and policies for valuing investments, calculating performance and preparing GIPS Reports are available upon request. To request any additional information, please contact the Atlanta Capital Management Performance Department at 404-876-9411 or write to Atlanta Capital Management Company, LLC, 1075 Peachtree Street NE, Suite 2100, Atlanta, Georgia 30309, Attention Performance Department. **Past performance does not predict future results.**

## DEFINITIONS

**Russell 2000® Index** is an index that measures the performance of the 2,000 smallest companies in the Russell 3000 Index. **Alpha** measures risk-adjusted performance, showing excess return delivered at the same risk level as the benchmark. **Beta** is a measure of the relative volatility of a security or portfolio to the market's upward or downward movements. **R-Squared** measures how well an investment's returns correlate to an index. An R-squared of 1.00 means the portfolio performance is 100% correlated to the index's, whereas a low R-squared means that the portfolio performance is less correlated to the index's. **Information ratio** is the portfolio's alpha or excess return per unit of risk, as measured by tracking error, versus the portfolio's benchmark. **Standard deviation** measures how widely individual performance returns, within a performance series, are dispersed from the average or mean value. **Upside market capture** measures the percentage of the benchmark's returns that was captured by the manager, in periods defined by positive returns for the benchmark. **Downside market capture** measures the percentage of the benchmark's returns that was captured by the manager, in periods defined by negative returns for the benchmark.

## IMPORTANT INFORMATION

### RISK CONSIDERATIONS

There is no assurance that a Portfolio will achieve its investment objective. Portfolios are subject to market risk, which is the possibility that the market values of securities owned by the Portfolio will decline and may therefore be less than what you paid for them. Market values can change daily due to economic and other events (e.g. natural disasters, health crises, terrorism, conflicts and social unrest) that affect markets, countries, companies or governments. It is difficult to predict the timing, duration, and potential adverse effects (e.g. portfolio liquidity) of events. Accordingly, you can lose money investing in this Portfolio. Please be aware that this Portfolio may be subject to certain additional risks. In general, equities securities' values also fluctuate in response to activities specific to a company. **Investors should be aware that this strategy may be subject to additional risks, which should be carefully considered prior to any investment decision.**

**There is no guarantee that any investment strategy will work under all market conditions, and each investor should evaluate their ability to invest for the long-term, especially during periods of downturn in the market.**

**A separately managed account may not be appropriate for all investors. Separate accounts managed according to the Strategy include a number of securities and will not necessarily track the performance of any index. Please consider the investment objectives, risks and fees of the Strategy carefully before investing. A minimum asset level is required.**

**For important information about the investment managers, please refer to Form ADV Part 2.**

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