

# WHY CAMBIAR

A stable, client-first organization anchored by a tenured team whose sole objective is to deliver superior risk-adjusted returns over a full market cycle.

1973

ASSETS UNDER SUPERVISION\*

\$4.5 B

EMPLOYEE-OWNED 100%

### **INDEPENDENT**

Mutually aligned interests

Entrepreneurial culture drives our commitment to continuously improve

Exceptional client-first focus in every facet of our business

# UNWAVERING ACTIVE MANAGER

Consistent implementation of our Quality, Price, Discipline (QPD) approach

High Active Share – willfully benchmark agnostic in pursuit of alpha

# INTELLECTUALLY CURIOUS

Deep fundamental research insight

Collaborative team structure that emphasizes idea meritocracy



# **INVESTMENT STRATEGIES**

	INCEPTION	HOLDINGS RANGE	VEHICLES*
Domestic			
Large Cap Value	1973	35-45	SMA, CIT, MF
SMID Value	2010	35-45	SMA, CIT, MF
Small Cap Value	2004	45-55	SMA, CIT, MF
International			
International Equity	1997	40-50	SMA, CIT, MF
International Small Cap	2013	40-50	SMA, MF, LP
Europe Select	2014	35-45	SMA
Global			
Global Equity	1998	45-55	SMA
Aggressive Value	2007	20-30	ETF

RELATIVE VALUE EQUITY ACROSS STRATEGIES

A concentrated, global approach guided by a unifying mantra —

**Quality, Price, Discipline** 



# **INVESTMENT TEAM - DOMESTIC**



BRIAN M. BARISH CFA President, CIO

Experience: 34 Years



ANDREW P. BAUMBUSCH Investment Principal

investment rincipa

Experience: 25 Years Coverage: Industrials, Communication

Services



COLIN M. DUNN, CFA

Investment Principal

Experience: 23 Years Coverage: Materials, Business Services,

Utilities



ANIA A. ALDRICH, CFA
Investment Principal

Experience: 34 Years

Coverage: Financials, Consumer Staples



JOSEPH S. CHIN, CFA Investment Principal

Experience: 24 Years Coverage: Technology, Retail



ADAM BALLANTYNE Senior Analyst

Experience: 13 Years

Coverage: Real Estate, Industrials, Energy



RICH CARNEY, CFA Senior Analyst

Experience: 29 Years Coverage: Healthcare

### **EMPOWERED**

- Bottom-up, analyst-led idea generation
- Proprietary research, earnings, and cash flow models

### **ALIGNED**

- Unifying Alpha Thesis Quality, Price, Discipline
- Regular internal investment meetings

### **TENURED**

- Average 26 years of experience
- Mix of cognitive diversity
- · Past industry engagement



# INVESTMENT PHILOSOPHY



# **VALUE EVOLUTION**

Traditional valuation analysis remains relevant in a wide range of industries. Yet, we believe in an increasingly IP-centric economy, additional value drivers must be considered.

### CORPORATE PROFIT **DRIVERS**

Value creation has evolved toward capital investment more often accumulating as intangibles than physical

Greater sustainability of margins as network effects drive market share consolidation.

### **VALUATION**

Classic "value" as defined by book value is an incomplete measure for some businesses given lower capital intensity.

appropriate financial metrics provides a fuller financial picture of value.

Evaluating multiple industry

### STYLE DELINEATION

Value and growth are not mutually exclusive - growth is rather an input in determining

Separating "value" and "growth" is more nuanced than historical categorization might suggest.

A MORE COMPLETE DEFINITION OF "VALUE"

Value is a function of the price we pay relative to the combined attributes we receive in return.



# QUALITY, PRICE, DISCIPLINE (QPD)

Be price sensitive buyers of high-quality assets.

# **QUALITY**

Company-specific attributes such as high relative profitability, durable free cash flow generation, a defensible margin/return profile, and low leverage are viewed as critical inputs to delivering excess return over a full market cycle.

### PRICE

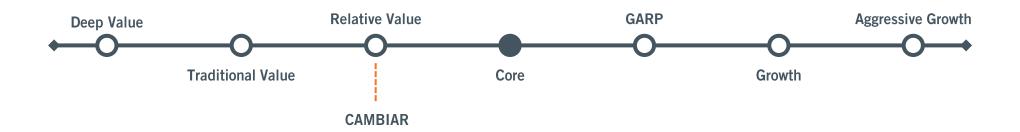
Price sensitivity at attachment is the most critical determinant of both forward return potential and downside risk.

### DISCIPLINE

Strict adherence to a well-defined stock underwriting process and a robust portfolio construction framework.



# **EQUITY STYLE SCALE**



- Cambiar's QPD approach typically results in aggregate portfolio attributes that are best categorized as relative value
  - We believe this increased opportunism enables our team to cast a wider net relative to deep/traditional value
- Screening for low valuations as a starting point can often result in false positives (i.e., value traps)
  - Cambiar's starting point is Quality



# INVESTMENT PROCESS



# INVESTMENT PROCESS OVERVIEW

ESTABLISHING THE LIBRARY

Cambiar's QPD approach creates a fundamental-based framework for analysts to leverage in building their respective 'library' of high-quality investment candidates.

**INVESTMENT SELECTION** 

The analyst builds an investment case for securities identified in the underwriting process as having a perceived exceptional price to quality relationship.

PORTFOLIO CONSTRUCTION

Portfolio Managers (PMs) collaborate with sector analysts to build a balanced, high conviction portfolio that combines fundamental research with a disciplined portfolio construction framework.

FOCUSED PORTFOLIO (~40 HOLDINGS)

The result of our process is a high active share portfolio of deeply researched investments with the potential to deliver excess return.

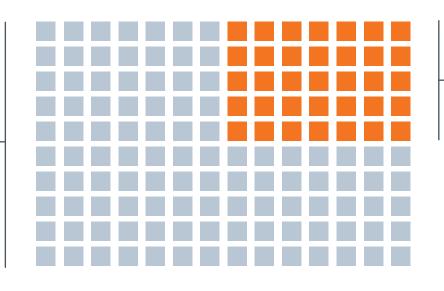


# **ESTABLISHING THE LIBRARY**

Owned companies should demonstrate above average internal financial/operating performance reflective of a structural product and/or advantaged market position over multi-year periods.

### ANALYST RESEARCH UNIVERSE

Initial universe comprised of all names within analysts' area of sector/industry coverage.



### HIGH QUALITY LIBRARY

Analysts leverage a range of resources - conferences, industry analysis, food chain research - to winnow their universe down to a 'library' of high-quality companies which represent their active pipeline.

**ESTABLISHING LIBRARY** 

INVESTMENT SELECTION

PORTFOLIO CONSTRUCTION



# INVESTMENT SELECTION

Analysts undertake a thorough underwriting process in pursuit of the companies that meet Cambiar's quality, value creation, and return criteria.

# **QUALITY**

### Seek strong company internals:

- Durable franchise position
- Above avg: margins / ROIC\* / free cash flow generation
- Below avg: leverage / cash flow variability
- Track record of strong capital discipline / corporate governance

### Seek favorable industry externals:

- Rational industry structure
- Expanding or fully penetrated addressable market

### PRICE

### Adhere to guiding price principles:

- Price-sensitivity at entry is critical
- Valuation can provide downside protection
- Incoming positions should possess a potential 3:1 up/down return profile
- Quality must not be sacrificed to achieve low aggregate valuation

### Determine the right price:

- Seek attachment at attractive price relative to business value
- Utilize multiple industry appropriate valuation measures

### DISCIPLINE

- Follow stringent equity underwriting process
- Exercise patience to reach desired attachment point
- Be prepared to act when high quality companies go on sale
- Quality and price must align

**ESTABLISHING LIBRARY** 

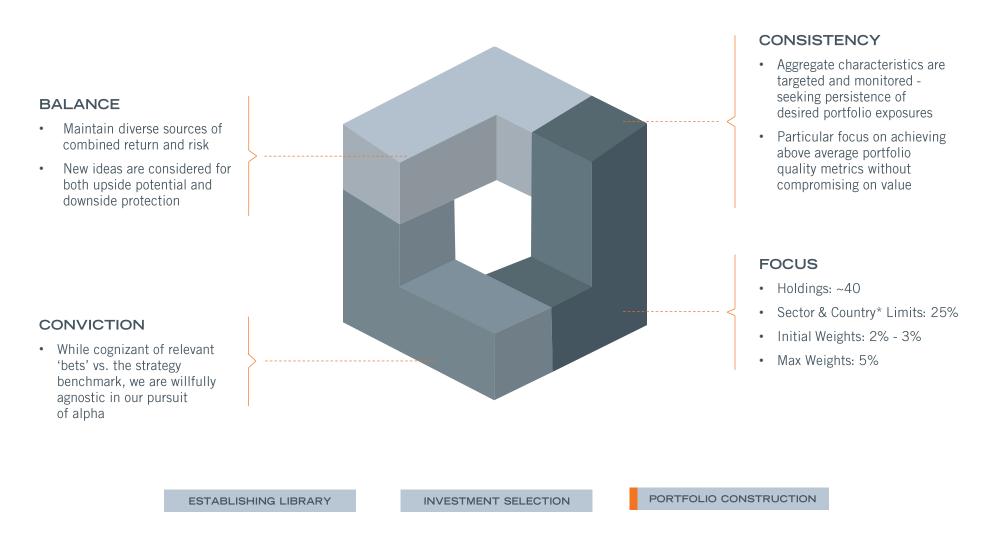
INVESTMENT SELECTION

PORTFOLIO CONSTRUCTION



# PORTFOLIO CONSTRUCTION

Portfolio Managers and analysts collaborate to continuously test their conviction level for existing holdings and evaluate new opportunities in building a balanced portfolio.





# SELL DISCIPLINE

Active re-allocation of capital as stocks reach price targets, while "being good at being wrong" for positions that do not work out.

### **UPSIDE CONSIDERATIONS**

- Thesis realized, stock reaches price target
- Position exceeds maximum position size: trim
- Holding trimmed/sold in favor of more attractive opportunities
  - May not have reached the return target, but we believe replacement idea offers a more compelling risk/reward

### **DOWNSIDE CONSIDERATIONS**

- Deteriorating or negative change in fundamentals relative to investment thesis: sell
- Review guidelines for underperformers:
  - Material decline from purchase or recent price level
  - · May average down on a positive review



# **RISK MANAGEMENT**

Objective is to effectively balance portfolio risk and reward, with a particular emphasis on minimizing permanent loss of capital.

### SECURITY LEVEL

- Analyst specialization
- Valuation support
- Strict adherence to quality
- Liquidity analysis

### **MACRO**

- Monetary / Fiscal / Political Awareness
- Commodity Supply / Demand Dynamics



### **PORTFOLIO**

- Actively seek balance
  - By sector
  - By return driver
- Maintain sector exposure limits

### INDEPENDENT OVERSIGHT

- PMs meet regularly with data analytics team
- Monitor positioning trends
- Utilize MSCI Barra to review active factor tilts and identify expected risk drivers



# **KEY CAMBIAR ATTRIBUTES**

### INDEPENDENT

Employee owned - Client first

### **TENURED**

Extensive and diverse bottom-up research experience

### **ACTIVE**

Benchmark agnostic / high active share

### **CLEAR IDENTITY**

Single relative value philosophy: Quality, Price, Discipline

### **OUR MISSION**

Deliver superior risk adjusted returns through the market cycle via a disciplined pursuit of high company quality at an attractive price.



# LARGE CAP VALUE

PORTFOLIO MANAGER

Brian M. Barish, CFA



### **KEY FACTS**

• Portfolio inception: 1973

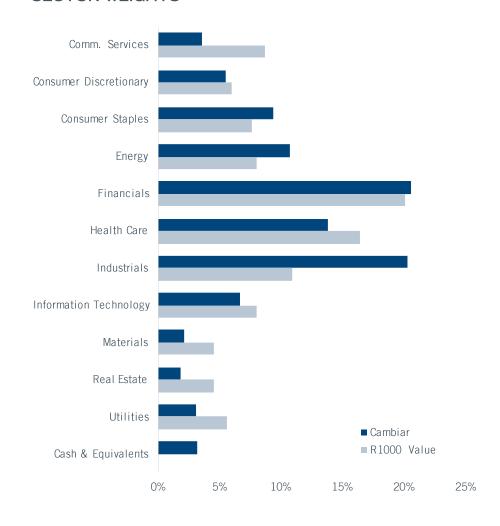
• 35-45 holdings

Typical weights - Initial: 2-3% | Max: 5%
Market cap range: Primarily >\$10 billion

### **TOP 10 HOLDINGS**

Name	Weighting	Sector
Airbus	4.1%	Industrials
Alphabet	3.5%	Communication Services
JPMorgan Chase	3.4%	Financials
Mastercard	3.2%	Financials
United Parcel Service	3.2%	Industrials
Colgate-Palmolive	3.2%	Consumer Staples
Medtronic	3.1%	Health Care
L3Harris	3.1%	Industrials
Intercontinental Exchange	3.1%	Financials
Constellation Brands	3.1%	Consumer Staples
% of Total	33.0%	

### **SECTOR WEIGHTS**





	Cambiar	R1000 Value	
OPERATING EFFICIENCY			
ROA (Weighted Avg)	6.3%	6.3%	
ROA (Median)	4.1%	4.3%	
ROE 5-Yr (Weighted Avg)	22.9%	17.3%	
ROE 5-Yr (Median)	15.3%	13.4%	
ROIC (Weighted Avg)	11.1%	10.3%	
ROIC (Median)	7.9%	7.4%	
LEVERAGE			
Net Debt to EBITDA	1.6	1.9	

	Cambiar	R1000 Value
VALUATION		
P/E - 1 Year Forecast	14.9x	13.4x
P/B	3.0x	2.2x
Dividend Yield	1.9%	2.3%

	Cambiar	R1000 Value
CONVICTION		
# of Holdings	35	849
Active Share	87.7	-
Weight of Top 20	62.8%	27.2%
Avg. Position Size	2.8%	0.1%
MARKET CAP		
Weighted Avg (\$B)	185.0	155.0
Median (\$B)	63.6	11.7





**Target Strong Operating Performance** - Above average internal financial/operating performance reflective of sound capital allocation, structural product and/or advantaged market position.

**Pursuing Persistence** of these metrics is key.

**Low Leverage** - Owned companies should possess a strong balance sheet and low leverage (typically less than 3x for non-financial businesses).



### **VALUATION**

Individual stock valuation levels and associated price-sensitivity at entry are critical investment process inputs.

Portfolio will **not** sacrifice quality to achieve low aggregate statutory valuation metrics.

Value creation from intangible assets (and thus not considered in book value) also taken into consideration.



### CONVICTION

Portfolio seeks to achieve a balance between high conviction and prudent diversification across sector/industry and drivers of return.

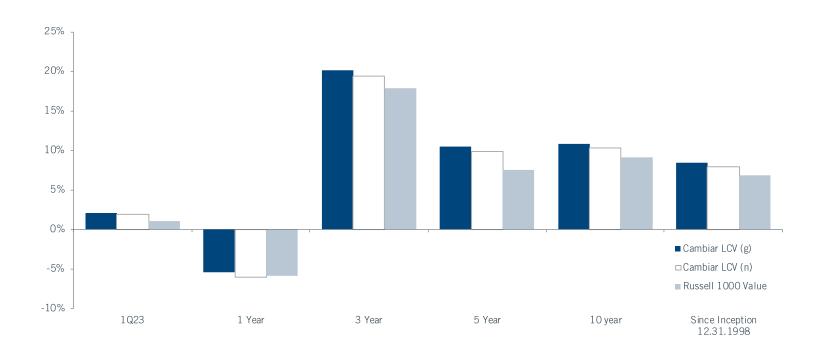
Bottom-up portfolio construction is willfully agnostic to the index, yet PMs maintain an ongoing awareness of relative exposures.



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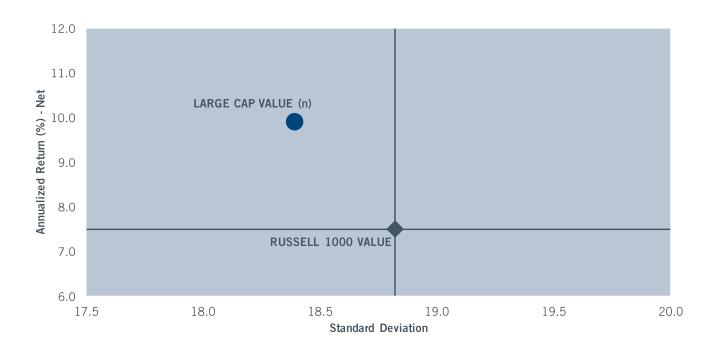
# LARGE CAP VALUE: PERFORMANCE



	1Q23	1 Year	3 Year	5 Year	10 year	Since Inception
Cambiar LCV (g)	2.1%	-5.5%	20.1%	10.5%	10.9%	8.5%
Cambiar LCV (n)	1.9%	-6.0%	19.4%	9.9%	10.3%	8.0%
Russell 1000 Value	1.0%	-5.9%	17.9%	7.5%	9.1%	6.9%



### RISK REWARD (TRAILING FIVE YEAR)



### RISK METRICS (TRAILING FIVE YEARS)

	Alpha	Beta	R-Squared	Sharpe Ratio	Information Ratio	Up Capture Ratio	Down Capture Ratio
Cambiar LCV (n)	2.47	0.95	95.14	0.52	0.58	100.68	90.90
Russell 1000 Value	-	1.00	100.00	0.40	-	100.00	100.00



# SMID VALUE

PORTFOLIO MANAGERS

Andrew P. Baumbusch Colin M. Dunn, CFA



# **SMID VALUE: PROFILE**

### **KEY FACTS**

• Portfolio inception: July 31, 2010

• 35-45 holdings – generally equal weighted (at initiation)

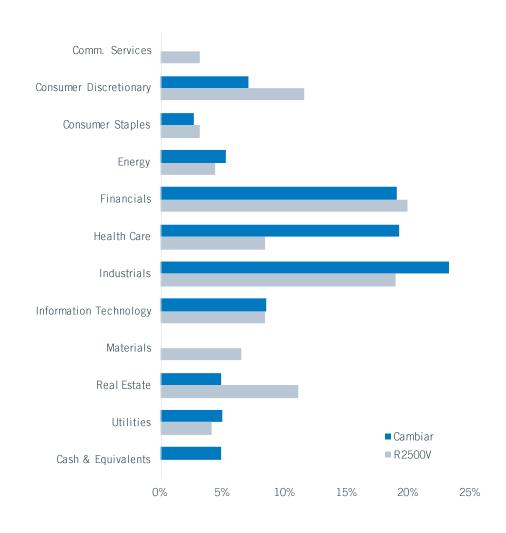
• Typical weights - Initial: 2.5% | Max: 4%

Market cap range: Primarily \$2 - \$12 billion

### **TOP 10 HOLDINGS**

Name	Weighting	Sector
Maximus	2.9%	Industrials
Dolby Laboratories	2.9%	Information Technology
IPG Photonics	2.9%	Information Technology
Lincoln Electric	2.8%	Industrials
Arch Capital	2.8%	Financials
Magnolia Oil & Gas	2.8%	Energy
Euronet Worldwide	2.8%	Financials
CBOE Global Markets	2.8%	Financials
Bruker	2.8%	Health Care
Amdocs	2.7%	Information Technology
% of Total	28.2%	

### **SECTOR WEIGHTS**





	Cambiar	R2500 Value
OPERATING EFFICIENCY		
ROA (Weighted Avg)	7.1%	3.5%
ROA (Median)	5.3%	1.3%
ROE 5-Yr (Weighted Avg) ROE 5-Yr (Median)	20.4%	12.5%
TO E O TT (Illourum)	101070	31070
ROIC (Weighted Avg)	11.3%	6.2%
ROIC (Median)	8.6%	3.9%
LEVERAGE		
Net Debt to EBITDA	1.7	2.5

	Cambiar	R2500 Value
VALUATION		
P/E - 1 Year Forecast	15.4x	11.2x
% of Portfolio/Index Excluded	0.0%	27.4%
P/B	3.2x	1.6x
Dividend Yield	1.5%	2.1%

Cambiar	R2500 Value
Callibiai	N2300 Value
38	1795
96.2	-
54.5%	8.7%
2.5%	0.1%
10.7	6.4
10.3	1.3
	96.2 54.5% 2.5%



### **QUALITY**

**Target Strong Operating Performance** - Above average internal financial/operating performance reflective of sound capital allocation, structural product and/or advantaged market position.

**Pursuing Persistence** of these metrics is key.

**Low Leverage** - Owned companies should possess a strong balance sheet and low leverage (typically less than 3x for non-financial businesses).



### **VALUATION**

Individual stock valuation levels and associated price-sensitivity at entry are critical investment process inputs.

Portfolio will **not** sacrifice quality to achieve low aggregate statutory valuation metrics.

Value creation from intangible assets (and thus not considered in book value) also taken into consideration.



### CONVICTION

Portfolio seeks to achieve a balance between high conviction and prudent diversification across sector/industry and drivers of return.

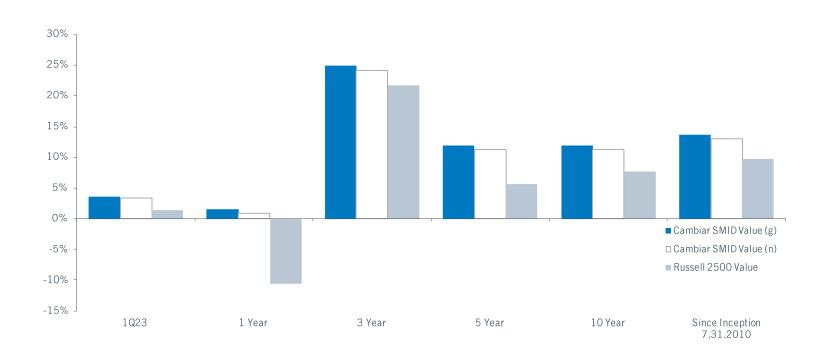
Bottom-up portfolio construction is willfully agnostic to the index, yet PMs maintain an ongoing awareness of relative exposures.

See Disclosure - Portfolio. Source: Cambiar/FactSet.

For Investment Professional/Institutional Use Only; Not For Use With The Public. Quality and Valuation objectives analyzed when assessing individual portfolio companies are necessarily subjective and, therefore, may not be consistent with benchmark metrics, due to a number of factors including current investment sentiment, portfolio and benchmark composition, and other factors.



# **SMID VALUE: PERFORMANCE**

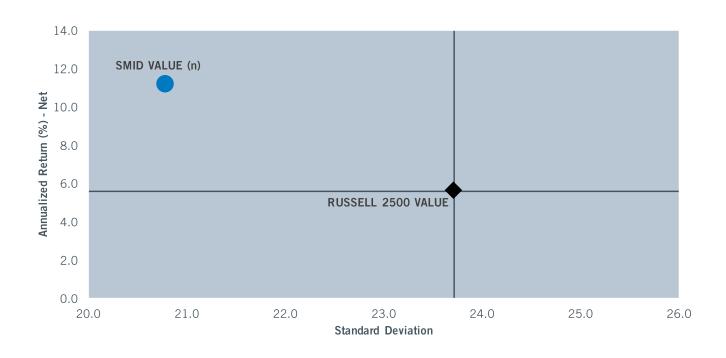


	1Q23	1 Year	3 Year	5 Year	10 Year	Since Inception
Cambiar SMID Value (g)	3.5%	1.5%	25.0%	11.9%	12.0%	13.7%
Cambiar SMID Value (n)	3.4%	0.9%	24.2%	11.2%	11.3%	13.0%
Russell 2500 Value	1.4%	-10.5%	21.8%	5.6%	7.7%	9.7%



# SMID VALUE: RISK/RETURN PROFILE

### RISK REWARD (TRAILING FIVE YEAR)



### RISK METRICS (TRAILING FIVE YEARS)

	Alpha	Beta	R-Squared	Sharpe Ratio	Information Ratio	Up Capture Ratio	Down Capture Ratio
Cambiar SMID Value (n)	5.52	0.85	93.62	0.54	0.87	97.28	79.47
Russell 2500 Value	-	1.00	100.00	0.29	-	100.00	100.00



# SMALL CAP VALUE

PORTFOLIO MANAGERS

Andrew P. Baumbusch Colin M. Dunn, CFA



# **SMALL CAP VALUE: PROFILE**

### **KEY FACTS**

Portfolio inception: November 30, 2004

• 45-55 holdings – generally equal weighted (at initiation)

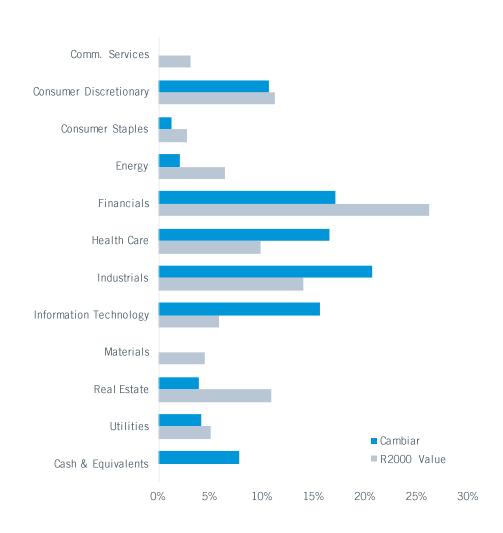
• Typical weights - Initial: 2% | Max: 3.25%

Market cap range: Primarily \$500 million - \$5 billion

### **TOP 10 HOLDINGS**

Name	Weighting	Sector
PGT Innovations	2.7%	Industrials
Rambus	2.5%	Information Technology
Diodes	2.5%	Information Technology
Universal Display	2.4%	Information Technology
Innovage	2.4%	Health Care
Exelixis	2.3%	Health Care
Advanced Energy	2.3%	Information Technology
Healthstream	2.3%	Health Care
RenaissanceRE	2.3%	Financials
MDC Holdings	2.2%	Consumer Discretionary
% of Total	23.9%	

### **SECTOR WEIGHTS**





	Cambiar	R2000 Value
OPERATING EFFICIENCY		
ROA (Weighted Avg)	5.1%	0.5%
ROA (Median)	3.4%	1.0%
ROE 5-Yr (Weighted Avg)	11.0%	6.6%
ROE 5-Yr (Median)	9.5%	6.0%
ROIC (Weighted Avg)	8.0%	3.0%
ROIC (Median)	7.4%	2.6%
LEVERAGE		
Net Debt to EBITDA	1.2	3.3

Cambiar	R2000 Value
14.3x	10.2x
4.4%	33.5%
2.1x	1.2x
1.3%	2.3%
	14.3x 4.4% 2.1x

	Cambiar	R2000 Value
CONVICTION		
# of Holdings	45	1363
Active Share	97.6	-
Weight of Top 20	45.6%	9.0%
Avg. Position Size	2.0%	0.1%
MARKET 045		
MARKET CAP		
Weighted Avg. (\$B)	3.5	2.4
Median (\$B)	3.0	0.8



### **QUALITY**

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### CONVICTION

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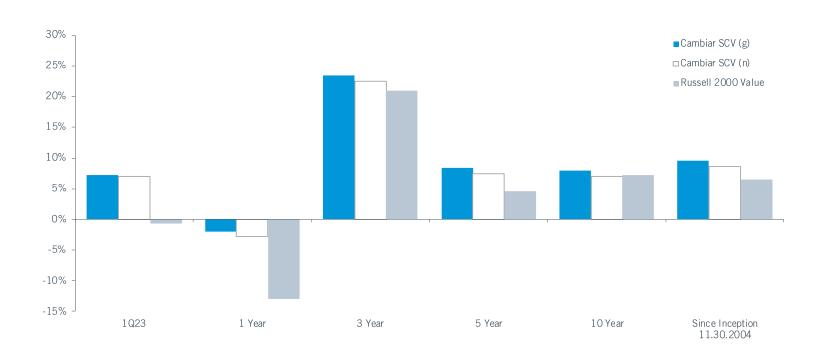
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# **SMALL CAP VALUE: PERFORMANCE**

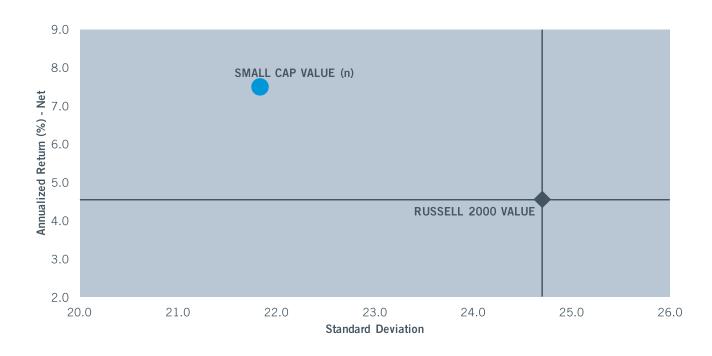


	1Q23	1 Year	3 Year	5 Year	10 Year	Since Inception
Cambiar SCV (g)	7.3%	-2.0%	23.5%	8.4%	7.9%	9.6%
Cambiar SCV (n)	7.0%	-2.8%	22.5%	7.5%	7.0%	8.6%
Russell 2000 Value	-0.7%	-13.0%	21.0%	4.6%	7.2%	6.5%



# SMALL CAP VALUE: RISK/RETURN PROFILE

### RISK REWARD (TRAILING FIVE YEAR)



### RISK METRICS (TRAILING FIVE YEARS)

	Alpha	Beta	R-Squared	Sharpe Ratio	Information Ratio	Up Capture Ratio	Down Capture Ratio
Cambiar SCV (n)	3.04	0.85	92.03	0.37	0.41	90.07	80.53
Russell 2000 Value	-	1.00	100.00	0.24	-	100.00	100.00



# **BIOGRAPHIES - INVESTMENT TEAM**

### BRIAN M. BARISH, CFA

President, CIO\*

Brian Barish is the President and CIO at Cambiar Investors and is responsible for the oversight of all investment functions at the firm. Mr. Barish has over 34 years of investment experience.

Prior to joining Cambiar in 1997, Mr. Barish served as Director of Emerging Markets Research for Lazard Freres & Co., a New York based investment bank. Mr. Barish also worked as a securities analyst with Bear, Stearns & Co. and Arnhold & S. Bleichroeder, a New York based research firm. Mr. Barish received a BA in Economics and Philosophy from the University of California, Berkeley, and holds the Chartered Financial Analyst designation.

### ANIA A. ALDRICH, CFA

Investment Principal\*

Ania Aldrich is an Investment Principal at Cambiar Investors and has over 34 years of investment experience. In addition to her research responsibilities, Ms. Aldrich also serves as Co-Portfolio Manager of the Cambiar Global Equity strategy. Prior to joining Cambiar in 1999, Ms. Aldrich was a global equity analyst at Bankers Trust, where she covered the financial services and transportation sectors. Ania began her investment career as a senior investor relations professional at BET PLC, a New York based communications firm. Ms. Aldrich received an MBA in Finance from Fordham University, a BA in Computer Science from Hunter College and holds the Chartered Financial Analyst designation.

### ANDREW P. BAUMBUSCH

Investment Principal\*

Andy Baumbusch is an Investment Principal at Cambiar Investors and has over 25 years of investment experience. In addition to his research responsibilities, Mr. Baumbusch also serves as Co-Portfolio Manager of the Cambiar Small Cap Value and Small-Mid Value strategies. Prior to joining Cambiar in 2004, Andy served in an investment analyst capacity at Franklin Templeton, Atrium Capital and Alex Brown & Sons. Mr. Baumbusch received an MBA from the Stanford Graduate School of Business and a BA in Economics from Princeton University.

### JOSEPH S. CHIN, CFA

Investment Principal\*

Joe Chin is an Investment Principal at Cambiar Investors and has over 24 years of investment experience. Prior to joining Cambiar in 2019, Mr. Chin worked at Obermeyer Wood Investment Counsel, where he was a Portfolio Manager and Senior Analyst. Joe began his investment career as a Senior Research Analyst at Marsico Capital. Mr. Chin received a BA in Economics from Wesleyan University and holds the Chartered Financial Analyst designation.

### COLIN M. DUNN, CFA

Investment Principal\*

Colin Dunn is an Investment Principal at Cambiar Investors and has 23 years of industry experience. In addition to his research responsibilities, Mr. Dunn also serves as Co-Portfolio Manager of the Cambiar Small Cap Value and Small-Mid Value strategies. Prior to joining Cambiar in 2011, he worked at Keefe, Bruyette & Woods, Inc., in the Investment Banking and Equity Research Departments. Mr. Dunn began his career in 2000 as an Analyst in the Investment Banking Division at UBS. Mr. Dunn received a BS in Finance and International Business from Georgetown University and holds the Chartered Financial Analyst designation.

### DI ZHOU, CFA, FRM

Investment Principal

Di Zhou is an Investment Principal at Cambiar Investors and has over 22 years of industry experience. Prior to joining Cambiar in 2021, Ms. Zhou was a Portfolio Manager/Global Equity Analyst for the International Equity Strategies and Better World (ESG) International Fund at Thornburg Investment Management.

Ms. Zhou began her career at Wilshire Associates as a Senior Associate. Ms. Zhou received an MBA in Analytic Finance, Accounting, and Strategy from the University of Chicago Booth School of Business and a BS in Business Administration from the University of Southern California.

### ADAM D. BALLANTYNE

Senior Analyst

Adam Ballantyne is a Senior Analyst at Cambiar Investors and has over 13 years of industry experience. Prior to joining Cambiar in 2017, Adam was an Equity Research Associate at KeyBanc Capital Markets in New York City where he covered the home builder and building product sectors. Before KeyBanc, Adam covered the Aerospace and Defense sector at Buckingham Research Group in New York City. Mr. Ballantyne began his career at NERA Economic Consulting, where he focused on Antitrust and Intellectual Property Litigation. Mr. Ballantyne received a BA in Economics and Political Science from the University of Michigan.

### MASHA CAREY, CFA

Senior Analyst

Masha Carey is a Senior Analyst at Cambiar Investors and has over 12 years of industry experience. In addition to her research responsibilities, Ms. Carey serves as Co-Portfolio Manager of the Cambiar Europe Select strategy. Prior to joining Cambiar in 2019, Masha was an International Analyst at Segall Bryant & Hamill in Denver. Ms. Carey began her career at Eaton Vance, where she was a Senior Research Associate. Ms. Carey received a BA in Economics and Classical Civilization from New York University and holds the Chartered Financial Analyst designation.

### RICH CARNEY, CFA

Senior Analyst

Rich Carney is a Senior Analyst at Cambiar Investors and has over 29 years of industry experience. Prior to joining Cambiar in 2023, Mr. Carney was a Research Analyst at Janus Henderson Investors in Denver. Mr. Carney began his career at Platte River Capital where he was a Portfolio Manager. Mr. Carney received a Masters of Science from Northeastern University and a BA in Economics from Rutgers University, and holds the Chartered Financial Analyst designation.

### ROBERT STEINER, CFA

Senior Analyst

Robbie Steiner is a Senior Investment Analyst at Cambiar Investors and has over 12 years of investment experience. In addition to his research responsibilities, Mr. Steiner serves as Co-Portfolio Manager of the Cambiar Europe Select and International Small Cap strategies. Prior to joining Cambiar in 2021, Robbie worked at Segall Bryant & Hamill, where he was a Portfolio Manager/Senior Equity Analyst. Mr. Steiner began his investment career as an Investment Banking Associate at BMO Capital Markets. Mr. Steiner received an MBA in Finance and Corporate Strategy from Emory University and a BBA in Real Estate Finance from the University of Georgia. Mr. Steiner holds the Chartered Financial Analyst designation.

### DANIEL WINDOFF

International Analyst

Daniel Windoff is an international analyst at Cambiar Investors and has over 14 years of investment experience. Prior to joining Cambiar in 2021, Daniel was an Equity Analyst/Portfolio Manager at Crescit Asset Management in Stockholm, Sweden. Before that role, Daniel was a Chief Manager of Capital Markets at Nordea Bank in Sweden. Mr. Windoff received an MBA from the University of Notre Dame and a BS in Finance and International Business from High Point University.



# **BIOGRAPHIES - SALES & CLIENT SERVICING**

### KEVIN FITZPATRICK, CFA

Director - Institutional Sales\*

Kevin Fitzpatrick is a Director of Institutional Sales and Client Services at Cambiar Investors and has over 27 years of industry experience. Mr. Fitzpatrick is responsible for new business development and client relations within the institutional consultant community. Prior to joining Cambiar in 2006, Kevin was a First Vice President within Smith Barney's Consulting Group, where he was a Manager on the Global Equity Research Team. Mr. Fitzpatrick received an MBA from Villanova University, a BS in Finance from Pennsylvania State University and holds the Chartered Financial Analyst designation.

### MOLLY D. CISNEROS

Senior Vice President - Sales and Client Services\*

Molly Cisneros is a Senior Vice President of Sales and Client Services at Cambiar Investors and has over 32 years of industry experience. Ms. Cisneros is responsible for new business development and client relations in the mid-west region. Prior to joining Cambiar in 2004, Molly was Director of Corporate and Community Relations at INVESCO. Before that role, Molly served as the Director of Investor Relations for the INVESCO Global Health Sciences Fund. Ms. Cisneros received an MBA in Finance and Accounting from Regis University and a BA in Business Administration, Finance and International Business from the University of Colorado, Denver.

### JAMES P. GIBBONS

Senior Vice President - Sales and Client Services

James Gibbons is a Senior Vice President of Sales and Client Services at Cambiar Investors and has over 26 years of industry experience. Mr. Gibbons is responsible for new business development and client relations in the South-west region. Prior to joining Cambiar in 2021, James was the Sales Director for GraniteShares. Before that role, James served as Vice President for Northern Trust/FlexShares Exchange Traded Funds for eight years and JPMorgan Asset Management for eleven years.

### JAMISON GOLDFARB, CFA

Senior Vice President - Sales and Client Services

Jamie Goldfarb is a Senior Vice President of Sales and Client Service at Cambiar Investors and has over 12 years of investment experience. Jamie is responsible for new business development and client relations across New England, the Mid-Atlantic, and the Southeast. Prior to joining Cambiar in 2019, Jamie was a Trader and Associate on the Portfolio Management team with Arrowstreet Capital – a quantitative Global equities manager in Boston, MA. Jamie also worked as a Senior Client Advisor with a Boston-based Registered Investment Advisor. Mr. Goldfarb received a BS in Business Administration (Finance) from the University of Richmond and holds the Chartered Financial Analyst designation.

### KYLE HELTON

Senior Vice President - Sales and Client Services

Kyle Helton is a Senior Vice President of Sales and Client Services at Cambiar Investors and has over 12 years of industry experience. Mr. Helton is responsible for new business development and client relations on the West Coast. Prior to joining Cambiar in 2021, Kyle was a Vice President, Regional Director at Aristotle Capital, a Los Angeles based asset manager. Before that role, Kyle served as a Senior Regional Consultant at American Century Investments. Mr. Helton received a BS in Political Science from Benedictine College.

### MATTHEW REILLY, CFA

Senior Vice President - Sales and Client Services

Matt Reilly is a Senior Vice President of Sales and Client Services at Cambiar Investors and has over 19 years of industry experience. He is responsible for new business development and client relations. Prior to joining Cambiar in 2021, Matt was a Regional Director at Legg Mason. Before that role, Matt served as a Vice President with Morgan Stanley. Mr. Reilly received an MBA from the Western Connecticut, a BA in Business Administration from Long Island University, and holds the Chartered Financial Analyst designation.



# DISCLOSURE

Portfolio: The listed characteristics, sectors and securities are presented for a representative Cambiar account. Portfolio and index characteristics are calculated by FactSet and are based on FactSet's methodology. Portfolio holdings, characteristics, country breakdown, and sector weightings change over time and may differ between clients based upon their investment objectives, financial situations and risk tolerances. Cambiar makes no warranty, either express or implied, that the weightings shown will be used to manage your account. The securities presented do not represent all of the securities purchased, sold, or recommended by Cambiar and the reader should not assume that investments in the securities identified were or will be profitable. The information provided on the page should not be considered a recommendation to buy or a solicitation to purchase or sell any particular security. There can be no assurance that an investor will earn a profit or not lose money. There can be no assurance that the portfolio will continue to hold the same position in companies described herein, and the portfolio may change any portfolio position at any time. As with any investments, there are risks to be considered. Past performance is no indication of future results. The one-year forecast is included for illustrative purposes and accordingly, no assumptions or comparisons should be made based upon these ratios. Portfolio characteristics are based upon third party sources that are deemed to be reliable, however, Cambiar does not guarantee its accuracy or completeness.

GICS: Sector weightings for portfolios are determined using the Global Industry Classification Standard ("GICS"). GICS was developed by and is the exclusive property and service mark of MSCI Inc. ("MSCI") and Standard & Poor's ("S&P") and is licensed for use by Cambiar. Neither MSCI, S&P nor Cambiar or any third party involved in compiling GICS makes any express or implied warranties or representations with respect to such standard or classification (or the results from use thereof), and all such parties hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability and fitness for a particular purpose with respect to any of such standard or classification. MSCI, S&P and any of their affiliates or third parties involved in compiling GICS shall not have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages.

Market Outlook: Certain information contained in this communication constitutes "forward-looking statements", which are based on Cambiar's beliefs, as well as certain assumptions concerning future events, using information currently available to Cambiar. Due to market risk and uncertainties, actual events, results or performance may differ materially from that reflected or contemplated in such forward-looking statements. The information provided is not intended to be, and should not be construed as, investment, legal or tax advice. Nothing contained herein should be construed as a recommendation or endorsement to buy or sell any security, investment or portfolio allocation. Securities highlighted or discussed have been selected to illustrate Cambiar's investment approach and/or market outlook and are not intended to represent the performance or be an indicator for how the accounts have performed or may perform in the future. The portfolios are actively managed, and securities discussed may or may not be held in client portfolios at any given time. Any characteristics included are for illustrative purposes and accordingly, no assumptions or comparisons should be made based upon these ratios. Statistics/charts may be based upon third party sources that are deemed to be reliable; however, Cambiar does not guarantee its accuracy or completeness. Past performance is no indication of future results. All material is provided for informational purposes only and there is no guarantee that the opinions expressed herein will be valid beyond the date of this communication.

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Stock Example: Securities highlighted or discussed are recent purchases (generally intra-quarter) that have been selected to illustrate Cambiar's investment approach/process. Portfolios are actively managed, and securities discussed may or may not be held in client portfolios at any given time, do not represent all the securities purchased, sold, or recommended by Cambiar, and the reader should not assume that investments in the securities identified and discussed were or will be profitable.



# DISCLOSURE

Performance: The performance information represents the respective Cambiar strategy composite and may be preliminary. Returns are presented gross (g) and net (n) of actual management fees and include the reinvestment of all income. Net returns have been reduced by transaction expenses and by actual investment advisory fees and other expenses that may be incurred in the management of the account. Certain composites' gross returns include accounts with gross and "pure" gross performance. Gross returns have been reduced by transaction expenses. "Pure" gross returns, applicable to separately managed accounts that are part of broker-affiliated or broker-sponsored programs, including wrap programs, that waive commission costs or bundle fees (including commissions), have not been reduced by transaction costs and are supplemental information. Please refer to Appendix A for additional information. Certain clients may receive differing net performance numbers based on their respective platforms and fee structures. Net of fees performance reflects a blended fee schedule of all accounts within the relevant composite. Cambiar clients and mutual fund investors may incur actual fee rates that are greater or less than the rate reflected in this performance summary. Please refer to our form ADV Part 2A for additional disclosures regarding our investment management fees. As applicable, composite returns are typically net of withholding taxes although the recording of dividends may depend on various factors such as the issue country and custodian's treatment. Withholding taxes may vary according to the investor's domicile or for other reasons. Prior to July 2019, Cambiar typically followed each custodian's treatment of dividend tax withholding and therefore dividends may have been presented as gross or net. Results are reported in U.S. dollars. Index returns include the reinvestment of all income, and assume no management, custody, transaction or other expenses.

Large Cap Value Benchmark: The Russell 1000® Value Index is a float-adjusted, market capitalization weighted index of those Russell 1000 companies with lower price-to-book ratios and lower forecasted growth values. The Russell 1000® Index measures the performance of the 1,000 largest companies in the Russell 3000® Index, which consists of 3,000 of the largest U.S. equities.

Small Cap Value Benchmark: The Russell 2000® Value Index is a float-adjusted, market capitalization weighted index comprised of firms in the Russell 2000® Index that experience lower price-to-book ratios and lower forecasted growth values. The Russell 2000 Index is a float-adjusted, market capitalization weighted index that measures the performance of the 2,000 smallest companies in the Russell 3000® Index, which consists of 3,000 of the largest U.S. equities.

SMID Value Benchmark: The Russell 2500™ Value Index is a float-adjusted, market capitalization weighted index comprised of firms in the Russell 2500™ Index that experience lower price-to-book ratios and lower forecasted growth values. The Russell 2500 Index is a float-adjusted, market capitalization weighted index that measures the performance of the 2,500 smallest companies in the Russell 3000® Index, which consists of 3,000 of the largest U.S. equities.

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# **DEFINITIONS**

### Risk/Return Metrics:

Alpha – A measure of the difference between a portfolio's actual returns and its expected performance, given its level of risk as measured by beta. A positive Alpha figure indicates the portfolio has performed better than its beta would predict. In contrast, a negative Alpha indicates the portfolio has underperformed, given the expectations established by beta.

Beta – Beta is a measure of systematic risk with respect to a benchmark. Systematic risk is the tendency of the value of the portfolio and the value of benchmark to move together. Beta measures the sensitivity of the portfolio's excess return (total return minus the risk-free return) with respect to the benchmark's excess return that results from their systematic co-movement.

Down Capture — Downside Capture Ratio measures manager's performance in down market is defined as those periods (months or quarters) in which market return is less than 0. In essence, it tells you what percentage of the downmarket was captured by the manager. For example, if the ratio is 110%, the manager has captured 110% of the downmarket and therefore underperformed the market on the downside.

Information Ratio - Information ratio is a risk-adjusted performance measure. The information ratio is a special version of the Sharpe Ratio in that the benchmark doesn't have to be the risk-free rate.

R<sup>2</sup> – Reflects the percentage of a portfolio's movements that can be explained by movements in its benchmark.

Sharpe Ratio – A risk-adjusted measure developed by Nobel Laureate William Sharpe. It is calculated by using standard deviation and excess return to determine reward per unit of risk. The higher the Sharpe Ratio, the better the portfolio's historical risk-adjusted performance. The Sharpe ratio is calculated by dividing a portfolio's annualized excess returns by the standard deviation of a portfolio's annualized excess returns. The Sharpe Ratio can be used to compare two portfolios directly on how much risk a portfolio had to bear to earn excess return over the risk-free rate.

Standard Deviation – A statistical measurement of dispersion about an average, which, for a portfolio, depicts how widely the returns varied over a certain period of time. Investors use the standard deviation of historical performance to try to predict the range of returns that are most likely for a given portfolio.

Up Capture – Upside Capture Ratio measures a manager's performance in up markets relative to the market (benchmark) itself. It is calculated by taking the security's upside capture return and dividing it by the benchmark's upside capture return.

### Portfolio Characteristics:

Active Share – A measure of the percentage of stock holdings in a manager's portfolio that differ from the benchmark index. calculated by taking the sum of the absolute value of the differences of the weight of each holding in the manager's portfolio versus the weight of each holding in the benchmark index and dividing by two.

Debt to Equity - A debt ratio used to measure a company's financial leverage, calculated by dividing a company's total liabilities by its stockholders' equity.

**Dividend Yield** – A financial ratio that indicates how much a company pays out in dividends each year relative to its share price. Dividend yield is represented as a percentage and can be calculated by dividing the dollar value of dividends paid in a given year per share of stock held by the dollar value of one share of stock.

EBITDA - Earnings before interest, taxes, depreciation and amortization. EBITDA is one indicator of a company's financial performance and is used as a proxy for the earning potential of a business.

EPS - Earnings per share, calculated as a company's profit divided by the outstanding shares of its common stock.

**EPS Growth** – A ratio that indicates the growth of earnings per share over time.

EV/EBITDA - Enterprise Value / EBITDA. Enterprise value measures a company's total value, as calculated by the company's market capitalization, plus total debt, minus cash.

Excess Return – Excess returns are returns generated or achieved above the return of a designated comparison benchmark or index.

Interest Coverage Ratio - The interest coverage ratio is a debt and profitability ratio used to determine how easily a company can pay interest on its outstanding debt. The interest coverage ratio is calculated by dividing a company's earnings before interest and taxes (EBIT) by its interest expense during a given period.

Long-Term Debt to Capital - A variation of the debt-to-equity ratio used to measure a company's financial leverage, calculated by dividing long-term debt by total capital.

Market Capitalization - Refers the total dollar market value of a company's outstanding shares. Commonly referred to as "market cap," it is calculated by multiplying a company's shares outstanding by the current market price of one share.

Median - The median is the middle number in a sorted, ascending or descending, list of numbers and can be more descriptive of that data set than the average.

Net Debt to EBITDA - A leverage ratio calculated as a company's interest-bearing liabilities minus cash or cash equivalents, divided by its EBITDA.

Price to Book (P/B) – 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.

Price to Cash Flow (P/CF) - A ratio of a stock's price to its cash flow per share.

Price to Earnings (P/E) - The ratio for valuing a company that measures its current share price relative to its per-share earnings.

Forward Price to Earnings (P/E) – A version of the P/E ratio that uses forecasted future earnings for the denominator in the P/E calculation.

Price to Sales (P/S) - A valuation ratio that compares a company's stock price to its revenues.

Return on Assets (ROA) - Return on assets (ROA) is an indicator of how profitable a company is relative to its total assets, calculated by dividing net income by total assets.

**Return on Equity (ROE)** - Return on equity (ROE) is a measure of financial performance calculated by dividing net income by common shareholders' equity. Because shareholders' equity is equal to a company's assets minus its debt, ROE is considered the return on net assets. ROE is considered a measure of how effectively management is using a company's assets to create profits. 5-Year average is used for this metric.

Return on Invested Capital (ROIC) - Return on invested capital (ROIC) is a calculation used to assess a company's efficiency at allocating the capital under its control to profitable investments. The return on invested capital ratio gives a sense of how well a company is using its money to generate returns.

Weighted Average - An average in which each quantity to be averaged is assigned a weight, and these weightings determine the relative importance of each quantity on the average.

### Factor Definitions: MSCI Barra Global Total Market Equity Model for Long-Term Investors (GEMLT):

Beta: Explains common variations in stock returns due to different stock sensitivities to market or systematic risk that cannot be explained by the World factor.

Book-to-Price: Calculated as the last reported book value of common equity divided by current market capitalization.

Earnings Variability: Explains stock return differences due to variability in earnings and cash flows using both historical measures and analysts' forecasts.

Earnings Yield: Describes stock return differences due to various ratios of the company's earnings relative to its price.

Growth: Measures company growth prospects using sales growth and earnings growth over trailing five years and predicted earnings growth.

Leverage: Captures common variation in stock returns due to differences in the level of company leverage.

Profitability: Combination of profitability measures that characterizes efficiency of a firm's operations and total activities.

Residual Volatility: Captures relative volatility in stock returns.

### Factor Definitions: MSCI Barra US Total Market Equity Model for Long-Term Investors (USSLOW):

Beta: Explains common variations in stock returns due to different stock sensitivities to market or systematic risk that cannot be explained by the US Country factor.

Earnings Quality: Explains stock return differences due to uncertainty around company operating fundamentals (sales, earnings, cash flows) and the accrual components of their earnings.

Earnings Yield: Describes stock return differences due to various ratios of the company's earnings relative to its price.

Growth: Measures company growth prospects using historical sales growth and historical and predicted earnings growth.

Leverage: Captures common variation in stock returns due to differences in the level of company leverage.

Profitability: A combination of profitability measures that characterizes efficiency of a firm's operations and total activities.

Residual Volatility: Captures relative volatility in stock returns that is not explained by differences in stock sensitivities to market returns.

Value: Captures the extent to which a company is overpriced or underpriced using a combination of several relative valuation metrics and one structural valuation factor.



# APPENDIX A - LARGE CAP VALUE (INSTITUTIONAL)

		2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
ınce	Cambiar Gross Return (%)	22.3	18.7	32.3	-12.1	15.4	14.3	2.3	9.9	32.6	10.0
rforma	Cambiar Net Return (%)	21.6	18.0	31.6	-12.6	14.7	13.8	1.9	9.4	32.1	9.5
Pert	Russell 1000 Value (%)	25.2	2.8	26.5	-8.3	13.7	17.3	-3.8	13.5	32.5	17.5
	Composite 3 Yr Ann. Standard Deviation (Gross, %)	17.9	18.9	12.9	12.5	11.8	12.0	10.9	10.0	15.6	17.8
Risk	Russell 1000 Value 3 Yr Ann. Standard Deviation (%)	19.1	19.6	11.9	10.8	10.2	10.8	10.7	9.2	12.7	15.5
Me	Composite Dispersion (%)	0.9	1.6	0.5	0.2	0.2	0.3	0.2	0.4	0.3	0.6
cs	# of Portfolios in Composite	36	18	12	21	18	24	16	22	25	29
Statistics	Composite Assets (USD Millions)	550.1	178.3	176.3	200.0	226.8	408.9	972.4	1,001.1	1,047.1	1,156.7
S	Total Firm Assets (USD Millions)	5,699.5	6,408.9	9,350.6	10,519.3	14,009.4	12,861.0	11,188.4	9,180.2	8,415.5	6,591.5
	Non-Fee-Paying Assets (% of Composite Assets)	0.4	-	-	-	-	-	-	-	-	-

Annualized (as of December 31, 2021)

1 YR	3 YR	5 YR	7 YR	10 YR
22.3	24.3	14.3	12.5	13.8
21.6	23.6	13.6	11.9	13.3
25.2	17.6	11.2	9.7	13.0

Cambiar claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Cambiar has been independently verified for the periods from January 1, 1987 through December 31, 2021. 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. 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.

**Definition of the Firm:** Cambiar Investors, LLC (Cambiar) is an independent registered investment adviser with the United States Securities and Exchange Commission. Registration does not imply a certain level of skill or training. Cambiar was founded in August 1973.

Composite Description: Cambiar's Large Cap Value Composite (Institutional) includes discretionary, tax-exempt and taxable institutional and high net worth portfolios that are not part of broker-affiliated or broker-sponsored programs, including wrap programs, that waive commission costs or bundle fees including commission costs. Effective July 31, 2021, the Cambiar Large Cap Value Composite (Institutional) was redefined to include taxable portfolios. Prior to this date, the composite excluded taxable portfolios due to the impact of tax loss harvesting, which has been lessened through composite membership policy changes. The records of the portfolios in the composite are maintained on Cambiar's systems. Portfolios in the composite invest in large cap equities. Cambiar's Large Cap Value Composite (Institutional) primarily invests in stocks with a market capitalization greater than \$10 billion. The typical number of securities in the large cap value portfolio is 35-45 holdings. The Large Cap Value Composite (Institutional) contains proprietary assets. As of April 2020, there is no minimum asset level for the composite. From July 2016 to March 2020, the minimum asset level for the composite was \$5,000,000. The composite inception date and creation date is December 31, 1998.

Performance Returns & Metrics: Returns are presented gross and net of management fees. Gross and net returns have been reduced by transaction costs. Net returns are also reduced by actual investment advisory fees and other expenses that may be incurred in the management of the account. Cambiar's performance and the performance of the Russell 1000® Value Index include the reinvestment of all income. All information is reported in U.S. dollars. Composite dispersion is based on gross returns and is calculated using an asses-weighted standard deviation. Dispersion (individual account return differential within the composite) occurs for various reasons, including investment restrictions mandated by the client, which cause an account to be invested differently than a typical, fully discretionary account. Past performance is no indication of future results. All information is provided for informational purposes only and should not be construed as an offer to buy or as a solicitation to buy or sell.

**Investment Management Fees:** Cambiar negotiates advisory fees with each individual client or relationship. The management fee schedule for separate accounts managed to the Large Cap Value strategy is as follows: 0.50% on the first \$25 million; 0.40% on the next \$25 million; 0.30% thereafter. Please refer to our form ADV Part 2A for additional disclosures regarding our investment management fees. Net of fees performance reflects a blended fee schedule of all accounts within the Large Cap Value Composite (Institutional). Cambiar clients and mutual fund investors may incur actual fee rates that are greater or less than the rate reflected in this performance summary.

**Benchmark Information:** Performance results for the Large Cap Value Composite (Institutional) are evaluated against the Russell 1000® Value Index. The Russell 1000 Value Index is a float-adjusted, market capitalization weighted index of those Russell 1000 companies with lower price-to-book ratios and lower forecasted growth values. The Russell 1000® Index measures the performance of the 1,000 largest companies in the Russell 3000® Index, which consists of 3,000 of the largest U.S. equities. The index assumes no management, custody, transaction or other expenses. The Russell 1000 Value Index is a broadly based index that reflects the overall market performance and Cambiar's returns may not be correlated to the index. The index is unmanaged and one cannot invest directly in an index.

List of Composites/Pooled Funds, Policies, & Records: A list of composite descriptions and a list of broad distribution pooled funds are available upon request. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request. Cambiar has complete records supporting the composite performance provided in this presentation. For certain periods prior to January 1, 2015, however, Cambiar does not have all of the records that support the basis of the performance for certain non-marketed portfolios and composites that are part of the firm's claim of GIPS compliance. The lack of records for certain non-marketed composites is a result, in part, of third-party computer file deletions or purges and/or the inability of certain sponsors to provide Cambiar with complete historical performance data or system access and the firm's historical performance data or system access and the firm's historical performance for these periods.

This report is intended for institutional/non-wrap use only.



# APPENDIX A - SMID VALUE

		2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
nce	Cambiar Gross Return <sup>1</sup> (%)	24.3	11.9	31.8	-1.9	12.9	18.4	-6.0	7.1	48.4	13.4
rformance	Cambiar Net Return (%)	23.5	11.2	31.0	-2.5	12.2	17.5	-6.7	6.5	47.4	12.5
Perf	Russell 2500 Value (%)	27.8	4.9	23.6	-12.4	10.4	25.2	-5.5	7.1	33.3	19.2
Se.	Composite 3 Yr Ann. Standard Deviation (Gross, %)	21.9	22.0	13.2	12.8	12.7	13.8	13.1	13.1	20.6	n/a
Risk	Composite 3 Yr Ann. Standard Deviation (Gross, %) Russell 2500 Value 3 Yr Ann. Standard Deviation (%)	24.2	25.1	14.2	13.6	11.8	13.2	12.0	11.3	15.1	n/a
ž	Composite Dispersion (%)	0.7	0.6	0.4	0.3	0.3	0.5	0.7	0.4	n/a	n/a
	# of Portfolios in Composite	17	19	22	23	23	21	15	12	5	3
CS	Composite Assets (USD Millions)	281.8	190.5	164.2	121.8	118.6	105.3	72.6	55.2	17.2	2.2
Statistics	Total Firm Assets (USD Millions)	5,699.5	6,408.9	9,350.6	10,519.3	14,009.4	12,861.0	11,188.4	9,180.2	8,415.5	6,591.5
S	Percentage of Wrap-Fee Portfolios (%)	23.3	28.9	26.7	28.2	29.3	33.3	2.5	3.5	4.8	-
	Non-Fee-Paying Assets (% of Composite Assets)	0.7	0.9	1.0	1.0	1.0	0.9	1.1	1.3	3.3	17.2

Annualized (as of December 31, 2021)

1 YR	3 YR	5 YR	7 YR	10 YR
24.3	22.4	15.2	12.4	15.1
23.5	21.6	14.5	11.6	14.3
27.8	18.3	9 9	9.6	12.4

Cambiar Gross Return: includes gross returns and "pure" gross returns, which are supplemental information.

Cambiar claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Cambiar has been independently verified for the periods from January 1, 1987 through December 31, 2021. 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. 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.

**Definition of the Firm:** Cambiar Investors, LLC (Cambiar) is an independent registered investment adviser with the United States Securities and Exchange Commission. Registration does not imply a certain level of skill or training. Cambiar was founded in August 1973.

Composite Description: Cambiar's SMID Value Composite includes discretionary, taxable and tax-exempt portfolios, including portfolios that are part of broker-affiliated or broker-sponsored programs, including wrap programs, that waive commission costs or bundle fees including commission costs. The records of the portfolios in the composite are maintained on Cambiar's systems. Portfolios in the composite invest in equity securities of small- to mid-sized companies. Cambiar's SMID Value Composite primarily invests in stocks with a market capitalization between \$2 and \$12 billion. The typical number of securities in the SMID Value portfolio is 35-45 holdings. The SMID Value Composite contains proprietary assets. As of April 2020, there is no minimum asset level for the composite was \$100,000. The composite inception and creation date is July 31, 2010.

Performance Returns & Metrics: The composite contains accounts with gross and "pure" gross performance. Gross returns are reduced by transaction costs. "Pure" gross returns do not reflect the deduction of any expenses, including transaction costs. "Pure" gross returns are applicable to separately managed accounts that are part of broker-affiliated or broker-sponsored programs, including wrap programs, that waive commission costs or bundle fees including commissions (SMAs). "Pure" gross returns are supplemental information. Net returns are reduced by transaction costs and actual investment advisory fees and other expenses that may be incurred in the management of the account. SMAs often incur bundled fees, charged by the wrap sponsor or affiliated broker, that may include transaction costs, investment management, portfolio monitoring, consulting services, and custing services, and custing services, and custom the performance of the Russell 2500™ Value Index include the reinvestment of all income. All information is reported in U.S. dollars. The three-year annualized standard deviation is not presented for 2012 because the composite did not yet have 36 monthly returns as of the end of the period. The three-year annualized standard deviation for the Russell 2500 Value Index for 2013 was corrected in this GIPS Composite Report. In previous versions it was originally presented as 18.4%, which was corrected to 15.1%. Composite dispersion is based on gross returns and is calculated using an asset-weighted standard deviation. Dispersion (individual account return differential within the composite) occurs for various reasons, including investment restrictions mandated by the client, which cause an account to be invested differently than a typical, fully discretionary account. Internal dispersion is not applicable from 2012 to 2013 as there were five or fewer portfolios in the composite for the full year. Past performance is no indication of future results. All information is provided for informational purposes only and

Investment Management Fees: Cambiar negotiates advisory fees with each individual client or relationship. The management fee schedule for separate accounts managed to the SMID Value strategy is as follows: 0.70% on the first \$25 million; 0.60% on the next \$25 million; 0.50% thereafter. Please refer to our form ADV Part 2A for additional disclosures regarding our investment management fees. Net of fees performance reflects a blended fee schedule of all accounts within the SMID Value Composite. Cambiar clients and mutual fund investors may incur actual fee rates that are greater or less than the rate reflected in this performance summary.

Benchmark Information: Performance results for the SMID Value Composite are evaluated against the Russell 2500™ Value Index. The Russell 2500 Value Index is a float-adjusted, market capitalization weighted index comprised of firms in the Russell 2500™ Index that experience lower price-to-book ratios and lower forecasted growth values. The Russell 2500 Index is a float-adjusted, market capitalization weighted index that measures the performance of the 2,500 smallest companies in the Russell 3000® Index, which consists of 3,000 of the largest U.S. equities. The index assumes no management, custody, transaction or other expenses. The Russell 2500 Value index is a broadly based index that reflects the overall market performance and Cambiar's returns may not be correlated to the index. The index is unmanaged and one cannot invest directly in an index.

List of Composites/Pooled Funds, Policies, & Records: A list of composite descriptions and a list of broad distribution pooled funds are available upon request. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request. Cambiar has complete records supporting the composite performance provided in this presentation. For certain periods prior to January 1, 2015, however, Cambiar does not have all of the records that support the basis of the performance for certain non-marketed portfolios and composites that are part of the firm's claim of GIPS compliance. The lack of records for certain non-marketed composites is a result, in part, of third-party computer file deletions or purges and/or the inability of certain sponsors to provide Cambiar with complete historical performance data or system access and the firm's historical record retention or related practices. The firm has performed an exhaustive review to locate such records. The firm is relying on the "Act of God" record exclusion to enable the firm to claim GIPS compliance for these periods.

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# APPENDIX A - SMALL CAP VALUE

		2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
ance	Cambiar Gross Return <sup>1</sup> (%)	18.5	10.8	30.3	-11.3	5.0	18.5	-8.2	0.8	38.4	14.5
rforma	Cambiar Net Return (%)	17.6	9.9	29.1	-12.1	4.1	17.5	-9.1	-0.1	37.2	13.4
Perl	Russell 2000 Value (%)	28.3	4.6	22.4	-12.9	7.8	31.7	-7.5	4.2	34.5	18.1
ė,	Composite 3 Yr Ann. Standard Deviation (Gross, %)	22.6	24.0	15.8	16.0	16.0	16.3	14.2	13.1	18.8	21.5
Risk	Russell 2000 Value 3 Yr Ann. Standard Deviation (%)	25.0	26.1	15.7	15.8	14.0	15.5	13.5	12.8	15.8	19.9
Me	Composite Dispersion (%)	n/a	n/a	n/a	n/a	0.2	0.4	0.3	0.1	0.2	0.2
	# of Portfolios in Composite	4	3	3	5	12	17	21	19	36	33
S	Composite Assets (USD Millions)	121.5	113.3	99.3	160.3	743.7	1,464.8	1,630.8	2,124.9	2,359.2	1,731.1
Statistics	Total Firm Assets (USD Millions)	5,699.5	6,408.9	9,350.6	10,519.3	14,009.4	12,861.0	11,188.4	9,180.2	8,415.5	6,591.5
\$5	Percentage of Wrap-Fee Portfolios (%)	-	-	-	-	-	-	-	-	0.3	0.4

Annualized (as of December 31, 2021)

1 YR	3 YR	5 YR	7 YR	10 YR
18.5	19.6	9.8	8.2	10.7
17.6	18.6	8.8	7.2	9.7
28.3	18.0	9.1	9.5	12 0

<sup>1</sup> Cambiar Gross Return (202-2013): includes gross returns and "pure" gross returns, which are supplemental information

Cambiar claims compliance with the GIPS standards. Cambiar has been independently verified for the periods from January 1, 1987 through December 31, 2021. 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. 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.

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Composite Description: Cambiar's Small Cap Value Composite includes discretionary, taxable and tax-exempt portfolios, including portfolios that are part of broker-affiliated or broker-sponsored programs, including wrap programs, that waive commission costs or bundle fees including commission costs. The records of the portfolios in the composite are maintained on Cambiar's systems. Portfolios in the composite invest in equity securities of small-cap companies. Cambiar's Small Cap Value Composite includes portfolios that primarily invest in stocks with a market capitalization range between \$500 million and \$5 billion. The typical number of securities in the small cap value portfolio is 45-55 holdings. As of January 1, 2022, the Cambiar Small Cap Value Composite (Institutional) was renamed the Cambiar Small Cap Value Composite and was redefined to include portfolios that are part of broker-affiliated or broker-sponsored programs, including wrap programs. Prior to this redefinition, for the period 2014-2021, the composite included only institutional and high net worth portfolios that were not part of these programs. Prior to 2014, the composite included all institutional, high net worth portfolios that were not part of these program accounts have been reintroduced because they are managed with similar policies, objectives, and holdings. As of April 2020, there is no minimum asset level for the composite was \$100,000. Prior to 2014, the minimum asset level for the composite was \$100,000. The Small Cap Value Composite includes proprietary assets. The composite was created on December 31, 2013, and the inception date is November 30, 2004.

Performance Returns & Metrics: The composite contains accounts with both gross and "pure" gross performance. From 2014 to 2021, the composite contained accounts with only gross performance. Gross returns are reduced by transaction costs. "Pure" gross returns are applicable to separately managed accounts that are part of broker-affiliated or broker-sponsored programs, including wrap programs, that waive commission costs or bundle fees including commissions (SMA). "Pure" gross returns are supplemental information. Net returns are reduced by transaction costs and actual investment advisory fees and other expenses that may be incurred in the management of the account. SMAs often incur bundled fees, charged by the wrap sponsor or affiliated broker, that may include transaction costs, investment management, portfolio monitoring, consulting services, and custody fees. Net returns for SMAs are calculated by deducting the investment advisory fees from the client's account as reported by the wrap sponsor or affiliated broker, or as received by Cambiar. Cambiar's performance and the performance of the Russell 2000® Value Index include the reinvestment of all income. All information is reported in U.S. dollars. Composite dispersion is based on gross returns and is calculated using an asset-weighted standard deviation. Dispersion (individual account return differential within the composite) occurs for various reasons, including investment restrictions mandated by the client, which cause an account to be invested differently than a typical, fully discretionary account. Internal dispersion is not applicable for 2018 to 2021 as there are five or fewer portfolios in the composite for the full year. Past performance is no indication of future results. All information is provided for informational purposes only and should not be construed as an offer to buy or as a solicitation to buy or sell.

**Investment Management Fees:** Cambiar negotiates advisory fees with each individual client or relationship. The management fee schedule for separate accounts managed to the Small Cap Value strategy is as follows: 0.75% on the first \$25 million; 0.65% on the next \$25 million; 0.50% thereafter. Please refer to our form ADV Part 2A for additional disclosures regarding our investment management fees. Net of fees performance reflects a blended fee schedule of all accounts within the Small Cap Value Composite. Cambiar clients and mutual fund investors may incur actual fee rates that are greater or less than the rate reflected in this performance summary.

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Non-Fee-Paying Assets (% of Composite Assets)

