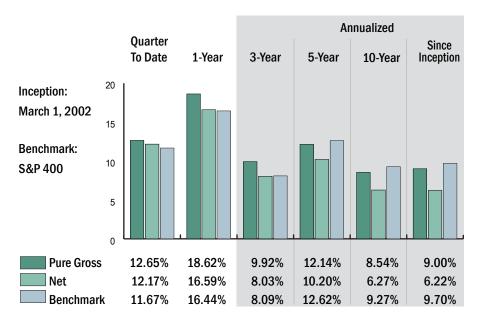
MID CAP CORE CONCENTRATED

AS OF DECEMBER 31, 2023

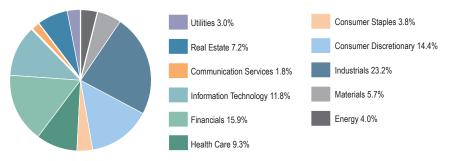
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PERFORMANCE VERSUS BENCHMARK



*As of 1/1/2017 the assumed highest bundled fee is 1.75%. Prior to 1/1/17 the assumed highest bundled fee was 3%. For all new accounts, the fee schedule is: 0.90% on the first \$5 million; 0.85% on the next \$10 million; 0.80% on the next \$10 million; 0.75% on the next \$10 million; 0.75% on the next \$10 million; 0.76% on the next \$15 million; 0.60% on all additional assets. Past performance is no guarantee of future results.

PORTFOLIO CHARACTERISTICS



Allocation is subject to daily changes and will vary within individual portfolios.

	Mid Cap Core Concentrated	S&P 400 Index
Number of Securities	68	401
Weighted Avg Market Cap (\$ Bil)	\$9.6	\$8.4
Price/Earnings Ratio (12-Month Trail	ing) 17.1	16.0
Price/Book Value Ratio	2.5	2.4
EPS 5-Year Growth Rate (%) (Trailing)	14.7	14.4
Source: ZCM and Bloomberg		

STYLE SUMMARY

The Mid Cap Core Concentrated Strategy employs fundamental analysis to identify the most attractive companies within each sector that possess improving outlooks, a high cash flow return on investment and quality management teams. The portfolio includes 55 to 65 stocks which are selected on the basis of sector and industry diversification with an emphasis on risk control.

INVESTMENT OBJECTIVE

To outperform the total return of the S&P Index over a market cycle. The strategy seeks to maximize the portfolio's excess return per unit of risk.

PORTFOLIO MANAGEMENT

Christian J. Greiner, CFA

Senior Portfolio Manager

KEY INVESTMENT PERSONNEL

Donald J. Nesbitt, CFA

Chief Investment Officer - ZCM Equity Group, Senior Portfolio Manager

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MID CAP CORE CONCENTRATED PERFORMANCE / AS OF DECEMBER 31, 2023

	YTD	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013
Pure Gross	18.62%	-13.16%	28.94%	8.63%	22.89%	-18.17%	18.21%	16.76%	-0.88%	14.34%	37.26%
Net*	16.59%	-14.69%	26.75%	6.75%	20.79%	-19.62%	16.19%	13.34%	-3.82%	10.99%	33.30%
S&P 400	16.44%	-13.06%	24.76%	13.66%	26.20%	-11.08%	16.24%	20.74%	-2.18%	9.76%	33.44%

*As of 1/1/2017 the assumed highest bundled fee is 1.75%. Prior to 1/1/17 the assumed highest bundled fee was 3%. Source: ZCM and Bloomberg

INVESTMENT PROCESS

STEP 1: Screen For New Ideas

We use a quantitative screen to identify new candidates for fundamental analysis. This process employs a proprietary multifactor ranking system on both the growth and value universes to identify companies that have been out of favor but appear to be in the early stages of improvement. We also screen companies that have been included in our small cap strategies that are approaching mid cap status.

STEP 2: Fundamental Analysis

We evaluate company fundamentals using a HOLT analysis and a proprietary scoring system which promotes companies with high cash flow return on investment and quality management. The most attractive stocks within each sector are identified and become candidates for investment.

STEP 3: Portfolio Construction

The portfolio management team assembles a portfolio of 55 to 65 stocks that meet our fundamental requirements, emphasizing diversification by sector and industry, seeking to maximize the portfolio's excess return per unit of risk.

ABOUT US

We manage a diversified slate of investment strategies designed to improve the resilience of our clients' investment portfolios, while seeking to provide strategic opportunities for increased alpha (attractive returns) across the risk spectrum.

TOTAL ASSETS*

In billions, as of December 31, 2023

Fixed Income	\$4.6B		
Equity	\$3.3B	42%	58%
Total Assets	\$7.9B		

*Total assets combines both Assets Under Management and Assets Under Advisement. Assets Under Management represent the aggregate fair value of all discretionary and non-discretionary assets, including fee paying and non-fee paying portfolios. Assets Under Advisement represent advisory-only assets where the firm provides a model portfolio and does not have trading authority over the assets.

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All investments involve risk, including the possible loss of principal, and there is no guarantee that investment objectives will be met. Equity securities are subject generally to market, market sector, market liquidity, issuer, and investment style risks, among other factors to varying degrees. Equity securities may rise and decline in value due to both real and perceived market and economic factors as well as general industry conditions. Indices are unmanaged, do not reflect fees and expenses, and are not available for direct investment.

Mid Cap Core Concentrated is an actively managed equity strategy that applies a quantitative approach to identify what we consider to be neglected, attractive stocks. Starting in the third quarter of 2013, the investment team was broadened and our process was refined. The composite includes wrap-fee portfolios that hold between 45-65 securities. The benchmark is the S&P 400 Index. The Mid Cap Core composite creation date is June 10, 2011. Prior returns reflect the performance of Lotsoff Capital Management LLC. Prior to January 1, 2006 returns represent an asset weighted average of the individual returns for each wrap-fee account across multiple managed account programs as calculated by the program sponsor. Lotsoff Capital Management LLC has not independently verified the individual account returns. Prior returns do not comply with the GIPS standards because not all portfolios are represented in the composite uses end-of period asset weightings. Gross-of-fees returns are presented as supplemental information and may not be reduced by any fees, expenses, or transaction costs (i.e. Pure Gross). Net-of-Fees returns are presented after the application of the highest model wrap program fee of 1.75% beginning 01/01/17 applied on a monthly basis. Prior to 01/01/17, the assumed, highest bundled fee was 3%. The fee schedule is: 0.90% on the first \$5 million; 0.85% on the next \$10 million; 0.75% on the next \$10 mi

The S&P MidCap 400 Index, more commonly known as the S&P 400, is a stock market index that serves as a barometer for the U.S. mid-cap equities sector and is considered the most widely followed midcap index in existence. To be included in the index, a stock must have a total market capitalization that ranges from roughly \$750 million to \$3.3 billion. Performance attribution and portfolio characteristics are calculated from the published daily holdings of the SPDR S&P 400 ETF Trust (Ticker: MDY), an exchange traded fund that seeks to provide investment results that, before expenses, correspond generally to the price and yield performance of the S&P 400 Index. However, the performance and portfolio characteristics of MDY may deviate from the S&P 400 Index at any point in time. © 2024 ZCM