



EASTERN SHORE
CAPITAL MANAGEMENT
A Division of Moody Aldrich Partners

Smid Cap Equity

Fourth Quarter 2023

FACT SHEET

Strategy Highlights

Style: U.S. Smid Cap
Holdings range: 60-100
Strategy Assets*: \$28 million
Inception Date: December 31, 2012

Objective:

Outperform the Russell 2500 Index over a complete market cycle with lower overall risk.

Philosophy:

- High-quality companies tend to outperform the market.
- Positive change can be as profitable as persistent excellence.

Approach: Fundamental, Bottom-up

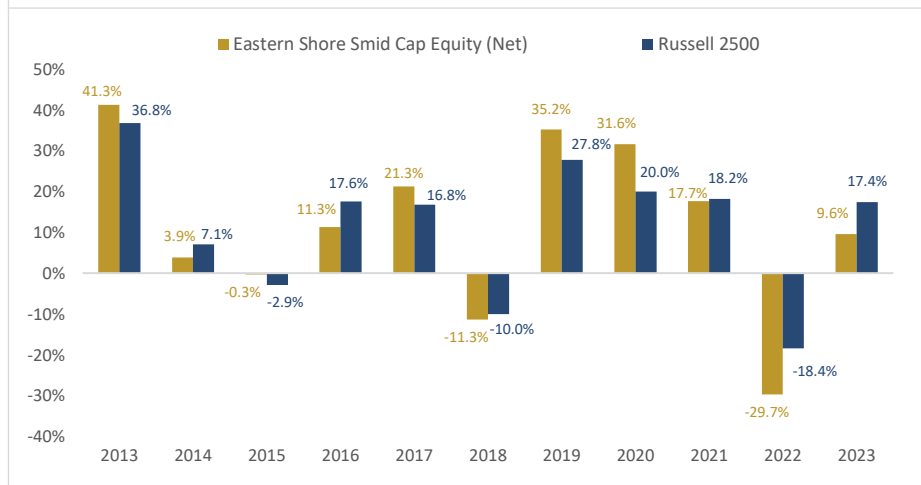
Firm Overview:

- An investment boutique specializing in long-only U.S. Small and Smid cap equities.
- Privately owned, 75.3% by active partners.
- A division of Moody Aldrich Partners, an SEC registered investment advisor formed in 1988.

Strategy Performance Statistics *as of 12/31/2023**†*

	1 Years		5 Years		10 Years		Since Inception	
	Gross	Net	Gross	Net	Gross	Net	Gross	Net
Alpha (Annualized)	-4.2	-5.0	0.4	-0.5	0.3	-0.6	0.8	-0.1
Beta	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9
Upside Capture	76.6	75.4	88.7	86.8	93.3	90.9	95.6	93.2
Downside Capture	98.0	99.6	92.7	93.7	95.0	96.3	95.1	96.3
Batting Average	0.3	0.3	0.5	0.5	0.5	0.5	0.5	0.5
Sharpe Ratio	0.3	0.2	0.4	0.4	0.4	0.3	0.5	0.5
Information Ratio	-1.7	-2.0	-0.1	-0.3	0.0	-0.2	0.0	-0.2

YTD & Calendar Year Returns**



Portfolio Characteristics*

	Smid Cap Equity	Russell 2500
Wtd. Average Market Cap	\$8,935M	\$6,971M
5-Year Earnings Growth Est.	11.2%	13.8%
Dividend Yield (LTM)	1.0%	1.5%
Price/Earnings (FY1)	16.5X	16.8X
Price/Book	3.2X	2.4X
Standard Deviation (SI)†	18.1%	18.4%
Sharpe Ratio (SI)†	0.5	0.5
Active Share	89.6%	-
# of Holdings	92	2,468

Performance Summary *(through 12/31/2023)***

	4Q 2023	1 Year	3 Year (Annualized)	5 Year (Annualized)	10 Year (Annualized)	Since Inception† (Annualized)
	(%)	(%)	(%)	(%)	(%)	(%)
Smid Cap Equity (Gross)	9.4	10.6	-2.3	11.0	8.1	10.9
Smid Cap Equity (Net)	9.1	9.6	-3.2	10.0	7.2	9.9
Russell 2500	13.4	17.4	4.2	11.7	8.4	10.7
Strategy Excess Return (Gross)	-4.0	-6.8	-6.5	-0.7	-0.3	0.2
Strategy Excess Return (Net)	-4.3	-7.8	-7.4	-1.7	-1.2	-0.8

*This information is presented as supplemental to the GIPS Report, which is available [here](#). Strategy Performance, Strategy Characteristics, Strategy Sector Weights, Top Holdings, and Strategy Statistics are reflecting the aggregate composite for the strategy. As such, individual accounts performance, weights, statistics, and characteristics may vary. All performance related statistics are calculated using net of fee performance if not labeled and are compared to the strategy benchmark, the Russell 2500 Index. As of December 31, 2023, Eastern Shore Capital Management manages or advises \$28M for its Smid Cap equity clients, with \$28M in assets under management and >\$1M in advisory-only Unified Managed Account ("UMA") business.

**Past performance is no guarantee of future results.

†Inception date is 12/31/12.



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PORTFOLIO MANAGERS



Robert Barringer, CFA

- Chief Investment Officer, Partner, Founder of Eastern Shore
- Creator of the Eastern Shore's investment process while at a prior firm. In 2012, founded Eastern Shore and brought his track record.
- Over 30 years of investment experience
- B.A., Wesleyan University
- M.B.A., Harvard Business School



James O'Brien, CFA

- Partner, Founder of Eastern Shore
- Over 25 years of investment experience
- B.S., Bentley University
- Masters Certificate in Accountancy, Bentley University



Sarah Westwood, CFA, CMT

- Partner
- Over 20 years of investment experience
- Veteran, Operation Iraqi Freedom
- B.A., Wellesley College
- Master of Global Business Administration, Tufts University

OFFICE CONTACT



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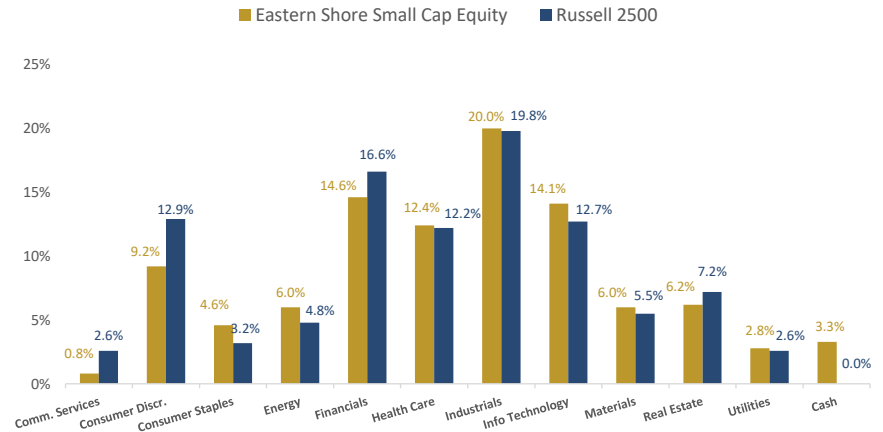


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Sector Weights as of 12/31/2023**



Top Ten Holdings**

Name	Symbol	Weight (%)
Cohen & Steers, Inc.	CNS	2.2
East West Bancorp, Inc.	EWBC	2.1
Terreno Realty Corp.	TRNO	2.1
Summit Materials, Inc.	SUM	2.0
Independent Bank Corp.	INDB	2.0
BWX Technologies, Inc.	BWXT	1.9
Clean Harbors, Inc.	CLH	1.8
Chart Industries, Inc.	GTLS	1.7
Wintrust Financial Corp.	WTFC	1.7
Deckers Outdoor Corp.	DECK	1.7
Percentage of Total Portfolio		19.2

Investing in Eastern Shore Strategies carry certain risks:

- Key risks include the general risks of common stock investments and specific risks due to the concentration of the portfolio within specific securities, countries, and sectors.
- Concentration of the strategy is significantly different than the broad-based benchmark.
- The value of the Strategy may decrease in response to the activities and financial prospects of an individual security in the strategy's portfolio.
- The performance of the Strategy may be subject to substantial short-term changes. Stocks of smaller companies may be subject to additional risks, including the risk that earnings and prospects of these companies are more volatile.
- These factors may affect the value of your investment.

**This information is presented as supplemental to the GIPS Report, which can be found [here](#). The securities identified and described do not represent all of the securities purchased, sold or recommended for client accounts. The reader should not assume that an investment in the securities identified was or will be profitable. The securities identified and described are that of a model portfolio and may not represent all of the securities purchased, sold or recommended for client accounts. Securities held in actual client portfolios may differ as a result of client size, client-imposed investment restrictions, the timing of client investments, and market and economic considerations. The reader should not assume that an investment in any of the securities identified was or will be profitable.

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This document includes returns for the Russell 2500 index. The Russell 2500 Index measures the performance of the small to mid-cap segment of the U.S. equity universe, commonly referred to as "Smid" cap. The Russell 2500 is a subset of the Russell 3000® Index. It includes approximately 2500 of the smallest securities based on a combination of their market cap and current index membership. This index is not intended to be a direct benchmark for a particular strategy, nor is intended to be indicative of the type of assets in which a particular strategy may invest. The assets invested in on behalf of a client will likely be materially different from the assets underlying this index and will likely have a significantly different risk profile. Performance statistics, portfolio characteristics, portfolio holdings and other information included in this presentation are targets only and may change without notice to the client. The value of investments can go down as well as up. A client may not get back the amount invested.

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