

AIA S&P 600[®] (Small Cap) Strategy

QUARTERLY PORTFOLIO COMMENTARY (CASH FUNDED AFTER-TAX COMPOSITE)

US equity markets moved higher in the first quarter as the Fed continued their holding pattern on overnight interest rates. Inflation continued to moderate although it remains a key watchpoint along, with a backdrop of greater geopolitical unease, heading into a fall US election. The US economy has exhibited resilience with robust unemployment levels and strong GDP growth. Investors have piled into risk assets as potential Fed rate cuts combined, with more stable economic data, suggest a soft landing scenario. Annual US inflation was 3.5% in March, up slightly from February. Unemployment moderated at 3.8% in March, maintaining historically robust levels. United States GDP rose by an annualized rate of 3.4% in the fourth quarter of 2023. The S&P 500[®] Index rose (+10.6%) for the quarter with broadly positive results. Communication services (+15.8%), energy (+13.7%), information technology (+12.7%), financials (+12.5%), and industrials (+11.0%) were the top performers during the quarter. Real estate (-0.6%) was the only negative-returning sector during the quarter. Growth and large cap outperformed value and small cap during the quarter, although value rallied late in the period. The Russell 1000[®] Growth Index (+11.4%) outperformed the Russell 1000[®] Value Index (+9.0%), and the Russell 1000[®] Index (+10.3%) outperformed the Russell 2000[®] Index (+5.2%).

During the quarter, the AIA S&P 600[®] Strategy outperformed its benchmark before taxes and net of 0.35% fees by +1.17%. The strategy outperformed over the period on an after-tax and net of 0.35% fee basis by 1.65%. After-tax outperformance was relatively mild due to limited opportunities to harvest losses, with strong market performance in the first quarter. Tax alpha was positive and added +0.47% during the period.

The AIA S&P 600[®] Strategy seeks to provide a pre-tax return similar to the performance of the S&P 600[®] Index, and seeks to outperform the benchmark on an after-tax basis by proactively realizing losses. AIA's managers use a proprietary selection methodology to select a subset of stocks from the index, while seeking sector-neutral weights and diversification across market capitalization. Individual account performance may vary due to restrictions at the account level, such as security exclusions, capital gain budgets, and other restrictions.

Markets have soared to new highs with better-than-expected economic growth and investor sentiment. Inflation, monetary policy, and the trajectory of the US economy are watchpoints for investors. While economic data and investor sentiment have been strong, uncertainties linger. Geopolitical and macroeconomic weakness may continue to drive market volatility and dispersion. The resulting market environment has increasingly proven challenging to navigate. We continue to believe that active fundamental research, combined with investment discipline, provides an attractive way to navigate market uncertainty.

AIA S&P 600[®] (Small Cap) Strategy – Annualized Returns (as of 3/31/2024)

AIA S&P 600 [®] Cash Funded After-Tax Composite Pure Gross Returns	Pre-Tax			After-Tax			Tax Alpha
	Composite Pure Gross Return	Benchmark Return (S&P 600 [®])	Difference	Composite Pure Gross Return	Estimated Benchmark Return	Difference	
3 months	3.73%	2.46%	1.26%	3.46%	1.72%	1.74%	0.47%
1 year	20.09%	15.93%	4.16%	20.79%	13.00%	7.79%	3.64%
3 years annualized	3.72%	2.28%	1.44%	9.44%	-0.79%	10.23%	8.79%
5 years annualized	9.01%	9.15%	-0.14%	15.75%	5.97%	9.78%	9.92%
Since inception 05/01/2016	9.94%	10.36%	-0.42%	15.26%	7.24%	8.02%	8.44%

AIA S&P 600 [®] Cash Funded After-Tax Composite Net 0.35% Returns	Pre-Tax			After-Tax			Tax Alpha
	Composite Net 0.35% Return	Benchmark Return (S&P 600 [®])	Difference	Composite Net 0.35% Return	Estimated Benchmark Return	Difference	
3 months	3.64%	2.46%	1.17%	3.37%	1.72%	1.65%	0.47%
1 year	19.67%	15.93%	3.74%	20.38%	13.00%	7.38%	3.64%
3 years annualized	3.36%	2.28%	1.08%	9.05%	-0.79%	9.85%	8.77%
5 years annualized	8.63%	9.15%	-0.51%	15.35%	5.97%	9.38%	9.90%
Since inception 05/01/2016	9.56%	10.36%	-0.80%	14.86%	7.24%	7.62%	8.42%

AIA S&P 600 [®] Cash Funded After-Tax Composite Net Bundled Fee Returns ¹	Pre-Tax			After-Tax			Tax Alpha
	Composite Net Bundled Fee Return	Benchmark Return (S&P 600 [®])	Difference	Composite Net Bundled Fee Return	Estimated Benchmark Return	Difference	
3 months	2.96%	2.46%	0.50%	2.70%	1.72%	0.97%	0.47%
1 year	16.58%	15.93%	0.65%	17.27%	13.00%	4.27%	3.62%
3 years annualized	0.66%	2.28%	-1.62%	6.22%	-0.79%	7.01%	8.64%
5 years annualized	5.80%	9.15%	-3.35%	12.36%	5.97%	6.39%	9.74%
Since inception 05/01/2016	6.71%	10.36%	-3.66%	11.89%	7.24%	4.64%	8.30%

¹ The assumed model bundled fee used is 3.0% and has been retroactively applied since inception

AIA S&P 600[®] (Small Cap) Strategy – Market Cap Allocations (as of 3/31/2024)

Market cap size	Percentage of total portfolio	S&P 600 [®] Index
Large (>10B)	0.00%	0.00%
Mid (2.5B to 10B)	63.71%	52.70%
Small (<2.5B)	36.29%	47.30%

Performance data shown represents past performance and is no guarantee of, and not necessarily indicative of, future results. As portfolios are actively managed, holdings are subject to change. The securities discussed herein do not represent all of the securities purchased, sold or recommended. The reader should not assume that an investment in these securities was or will be profitable. A complete list of all past recommendations made within the immediately preceding 12-month period is available upon request.

The **S&P SmallCap 600® Index** covers approximately 3% of the domestic equities market. Measuring the small-cap segment of the market that is typically renowned for poor trading liquidity and financial instability, the index is designed to be an efficient portfolio of companies that meet specific inclusion criteria to ensure that they are investable and financially viable. The **Russell 1000® Growth Index** is an unmanaged index that measures the performance of the large-cap growth segment of the US equity universe. It includes those Russell 1000® companies with higher price-to-book ratios and higher forecasted growth values. The **Russell 1000® Value Index** is an unmanaged index that measures the performance of the large-cap value segment of the US equity universe. It includes those Russell 1000® companies with lower price-to-book ratios and lower expected growth values. The **Russell 1000® Index** measures the performance of the large-cap segment of the US equity universe. It is a subset of the Russell 3000® Index and includes approximately 1000 of the largest securities based on a combination of their market cap and current index membership. The Russell 1000® represents approximately 92% of the US market. The Russell 1000® Index is constructed to provide a comprehensive and unbiased barometer for the large-cap segment and is completely reconstituted annually to ensure new and growing equities are reflected. The **Russell 2000® Index** is an unmanaged index that measures the performance of the small-cap segment of the US equity universe.

The views and opinions expressed may change based on market and other conditions. This material is provided for informational purposes only and should not be construed as investment advice. There can be no assurance that developments will transpire as forecasted. Actual results may vary.

AIA encompasses the direct indexing capabilities offered through Natixis Investment Managers Solutions. Natixis Investment Managers Solutions is a division of Natixis Advisors, LLC ("Natixis Advisors"). Natixis Advisors is an SEC registered investment adviser and an indirect subsidiary of Natixis Investment Managers, LLC. Prior to August 2021, AIA was a division of Natixis Advisors. A complete list of composite descriptions, as well as additional information regarding the firm's policies and procedures for valuing portfolios, calculating performance, and preparing compliant presentations, is available upon request. The AIA S&P 600® Cash Funded After-Tax Composite is a sub-composite of the AIA S&P 600® Pre-Tax Composite. The composite was created in May 2016. The benchmark used is the S&P SmallCap 600 Index, an index representing small-cap US stocks. Performance is expressed in US dollars. All results are time-weighted total returns that include the reinvestment of income and dividends. Returns are presented net of non-reclaimable withholding taxes. For the period 3/1/2016–4/30/2016, no accounts were managed by the firm that satisfied the composite inclusion requirements. Management fees vary on asset size and are negotiated by the sponsor. The standard fee schedule is as follows: 0.35% on the first \$5 million; 0.25% on the next \$5 million; 0.20% on the next \$10 million; 0.17% on the next \$30 million; 0.16% thereafter. Net-of-fees returns assume a model bundled fee which is inclusive of custody, advisor, transaction, and investment management fees. The model fee is deducted 1/12th per month from the pure gross composite return. The assumed model bundled fee used is 3.0% and has been retroactively applied since inception. Pure gross-of-fees returns do not reflect the deduction of transaction costs or fees. Effective January 2006, accounts with significant cash withdrawals are temporarily removed from the composite during the month that the withdrawal was taken. Currently, significant cash withdrawals are defined as cash withdrawals that are greater than 10% of an account's market value. Details related to the policy and the threshold for defining significant cash withdrawals historically are available upon request. The after-tax returns shown are subject to the limitations of the specific calculation methodology applied. Since the client's actual circumstances and tax rates determined after the fact may differ from the anticipated tax rates used in this process, the reported returns may not equal the actual after-tax returns for specific clients. After-tax returns are calculated using the maximum federal and state tax rates for dividends, short-term capital gains and long-term capital gains.

Tax alpha is the benefit of loss harvesting, which is assumed to be used to offset gains inside or outside the portfolio in the period they are incurred, and thus credited to the portfolio returns. The after-tax benchmark is an estimate based upon the average capital gain realization rate and dividend yield of the index. The maximum federal and state tax rates for dividends and capital gains are utilized in the after-tax calculations.

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