



Navigator®
Small Cap Core U.S. Equity
Tony Soslow, CFA®, Senior Portfolio Manager

First Quarter 2019 — Portfolio Commentary



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Senior Portfolio Manager

Tony serves as a portfolio manager in the Premier Portfolios group and is a member of the Clark Capital Investment Team. He has over 25 years of portfolio management experience utilizing both a quantitative and fundamental process. From 1997 to 2013 Tony was the President and Chief Investment Officer of Global Capital Management which he founded. He was cited as a Top Guns Manager* in 2006 and 2007 and was named Manager of the Decade in 2011 by PSN. From 1986 through 1997, Tony was Director of Portfolio Management at RTE Asset Management where he was responsible for portfolio management across all asset classes. Tony is a graduate of the Wharton School of the University of Pennsylvania and holds the CFA designation.

*Top Guns Manager of the Decade is a recognition from Informa Investment Solutions PSN, an independent, national money manager database. This designation may not be representative of any one client's experience because the rating reflects an average of all, or a sample of all, the experiences of Mr. Soslow's GCM clients. This information does not reflect the experience of clients of Clark Capital Management Group, Inc. and is not indicative of future performance. For the periods when the designation was made, the recognition was for the GCM All Cap Core strategy managed by Mr. Soslow. Though the strategy was in the top ten, it was not ranked Second in the top ten category for each period.

SLOWER BAD, SLOW GOOD

In last quarter's commentary entitled "Ignore the Deafening Noise" I urged readers to focus on the likely future of Fed policy and economic activity at the expense of the media's obsession with the current flattening of the yield curve, continued Fed tightening, expanding credit spreads, a U.S.-China trade war and slower earnings growth.

Today, the message is virtually unchanged. If you concentrate on the present— potentially negative first quarter earnings growth, slowing GDP, an unresolved US-China trade spat or the nearly inverted yield curve, you will miss out on a constructive investing environment. It's important that we distinguish between the then and now: negative earnings growth and slower economic growth— the phenomenon which the market anticipated last year and slow, non-inflationary earnings and economic growth— the phenomenon which will likely occur this year and next.

To this end, stocks have moved beyond the past and into the present to capitalize on a non-threatening Federal Reserve and non-inflationary, steady and slow growth. This has driven a sharp snap-back in the first quarter with the Russell 3000, Russell 2000 Small Cap Index and the International MSCI All Country-US index posting total returns of 14.04%, 14.58% and 10.31% respectively.

Goldilocks and Utopia

What inspires my tempered bullishness is the removal of previous market headwinds combined with reasonable equity valuations. Slowing economic growth has caused Central Banks globally to pivot policy bias from restrictive to accommodative. Apparently, the "neutral rate" was less than previously estimated.

An example of the meaningful change is best illustrated by the decline in 2-year US Treasury yields (a strong predictor of the future Fed Funds rates) from 2.97% in November 2018 to 2.26% on March 29, 2019. With the current Fed Funds rate at 2.50%, the market has adjusted its policy expectation from two one-quarter point rate hikes to a single one-quarter point rate cut.

Additionally, low quality bond yield spreads to Treasuries have narrowed from 4.85% in December to a relatively docile 3.40% at March end. This signals less fear regarding credit conditions in just three months. Finally, next-twelve-month earnings estimates for large, mid-cap and small-cap stocks, which were persistently declining from their October 2018 highs to mid-March, have now begun to firm and advance. While I am not claiming that U.S. equities are living in a utopian economic state as threats always linger, the Goldilocks scenario of "not-too-hot and not-too-cold" provides me comfort.

Past performance is not indicative of future results.

This is not a recommendation to buy or sell a particular security. Please see attached disclosures.



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Ignore the Inversion, the Trade War and the Earnings Recession?

Responsible investors manage risk and avoid dangers. As such, I cannot carelessly dismiss the historical significance of an inverted yield curve, the costs of the potentially never-ending tariff war with China and the fact that S&P 500 earnings may be reported lower than the prior year for the first quarter. Historically, yield curve inversions have done a remarkable job of anticipating economic slowdowns and have preceded each U.S. recession (with the exception of a single instance) for the last 50 years.

Based on the spread between 3-month Treasury bill and 10-year Treasury note, the spread dipped to zero in late March for the first time in over 11 years. While the spread has widened back into positive territory at 0.15%, signifying either greater confidence in future economic growth or a more dovish Fed moving forward, I am reminded that prior recessions have started five to 17 months after an inversion based on the seven data points.

With respect to the U.S.-China trade battle, the postponement on the final set of tariffs on the remaining approximate 50% Chinese imports from the March deadline has given investors hope of a potential resolution. Up until now, the existing tariffs on \$253 billion of Chinese goods and nearly all of the \$130 billion of U.S. exports have raised prices and suppressed output in both countries and potentially around the globe.

Taken together with poor demographics and rising levels of global debt, anticipated non-U.S. revenue growth expectation for 2019 has declined from 4.4% at the beginning of this year to 3.3% now and

down from 7.4% last year. U.S. earnings growth has also declined from the 25% growth rates of the 2018's first three quarters.

Earnings growth was just 14% in Q4 2018 and is now estimated to decline 1-3% in Q1 2019. While the first quarter's growth rate for expected earnings growth is ever so slightly negative, the Q2 consensus estimate remains ever so slightly positive, and like next-twelve-month earnings previously noted, is showing signs of bottoming just north of zero.

Small Cap Rallies with Value and Quality

For the five years ending March 31, 2019, the Navigator® Small Cap Core U.S. Equity strategy delivered annualized gains of 7.49% gross (4.33% net) versus 7.05% gains for the Russell 2000. For the 5 years ending December 2018, Small Cap remains in the top 12% of Morningstar peer group of separate account managers in the U.S. Small Blend category.

For the first quarter of 2019, the strategy had a gain of 13.71% gross (12.90% net) vs a 14.58% gain for the Russell 2000 Index. Positioning in information technology and industrials helped the relative performance while positioning in health care and real estate sectors acted as a drag. Our higher quality holdings such as SS&C Technologies, Inc. and G-III Apparel Group helped performance in the quarter as positions in Stamps.com and Helen of Troy hurt performance. The value characteristics of the strategy remain compelling. Its current P/E of 15.9 is far less than that of the S&P Small Cap (20.6) and Russell 2000 with favorable quality characteristics.

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The S&P 500 measures the performance of the 500 leading companies in leading industries of the U.S. economy, capturing 75% of U.S. equities.

The S&P SmallCap 600 measures the small cap segment of the U.S. equity market. The index is designed to be an investable portfolio of companies that meet specific inclusion criteria to ensure that they are liquid and financially viable.

The Russell 2000 Index measures the performance of the 2000 smallest U.S. companies based on total market capitalization in the Russell 3000, which represents approximately 11% of Russell 3000 total market capitalization.

The Dow Jones Industrial Average is a stock market index that shows how 30 large publicly owned companies based in the U.S. have traded during a standard trading session in the stock market.

The MSCI EAFE Index is a free float-adjusted market capitalization index that is designed to measure the equity market performers of developed markets outside the U.S. and Canada.

The MSCI Emerging Markets Index is a free float adjusted market capitalization index that is designed to measure equity market performance in the global emerging markets.

The MSCI All Country World ex USA Total Return (MSCI ACWI) is a market capitalization weighted index designed to provide a broad measure of equity-market performance throughout the world. The MSCI ACWI is maintained by Morgan Stanley Capital International and is comprised of stocks from both developed and emerging markets.

The MSCI World ex US Index is a market capitalization-weighted index designed to measure equity performance in 22 global developed markets, excluding the United States. The MSCI World Ex US Net Index is generally representative of international equities. Index returns reflect the reinvestment of income and other earnings, are provided to represent the investment environment shown, and are not covered by the report of independent verifiers.

The Russell 3000 Index measures the performance of the 3,000 largest U.S. companies based on total market capitalization, which represents approximately 98% of the investable U.S. equity market.

The CBOE Volatility Index (VIX) is a forward looking index of market risk which shows expectation of volatility over the coming 30 days.

The MSCI EMU Index (European Economic and Monetary Union) captures large and mid cap representa-

tion across the 10 Developed Markets countries in the EMU. The index covers approximately 85% of the free float-adjusted market capitalization of the EMU.

The volatility (beta) of a client's portfolio may be greater or less than its respective benchmark. It is not possible to invest in these indices.

Bloomberg Barclays U.S. Government/Credit Bond Index measures the performance of U.S. dollar denominated U.S. Treasuries, government-related and investment grade U.S. corporate securities that have a remaining maturity of greater than one year.

The Bloomberg Barclays U.S. Aggregate Bond Index covers the U.S. investment-grade fixed-rate bond market, including government and credit securities, agency mortgage pass-through securities, asset-backed securities and commercial mortgage-based securities. To qualify for inclusion, a bond or security must have at least one year to final maturity and be rated investment grade Baa3 or better, dollar denominated, non-convertible, fixed rate and publicly issued.

The B of A Merrill Lynch U.S. High Yield Index tracks the performance of below investment grade U.S. dollar-denominated corporate bonds publicly issued in the U.S. domestic market.

The Bloomberg Barclays 7-10 Year Treasury Index tracks the investment results of an index comprised of the U.S. Treasury bonds with remaining maturities between seven and ten years.

The Bloomberg Barclays 20+ Year Treasury Index tracks the investment results of an index comprised of the U.S. Treasury bonds with remaining maturities greater than twenty years.

The Bloomberg Barclays Long-Term Year Treasury Index tracks the performance of the long-term U.S. government bond market.

The Bloomberg Barclays U.S. Corporate High-Yield Index covers the U.S. dollar-denominated, non-investment grade, fixed-rate, taxable corporate bond market. Securities are classified as high-yield if the middle rating of Moody's, Fitch, and S&P is Ba1/BB+/BB+ or below.

The Bloomberg Barclays U.S. Treasury Bond Index is an issuances-weighted index measuring the performance of the U.S. Treasury bond market, one of the largest and most liquid government bond markets in the world.

Index returns include the reinvestment of income and dividends. The returns for these unmanaged indexes do not include any transaction costs, management fees or other costs. It is not possible to make an investment directly in any index.

Morningstar is the largest independent research organization serving more than 5.2 million individual investors, 210,000 Financial Advisors, and 1,700 institutional clients around the world.

The Morningstar Rating for separate accounts is a quantitative assessment of past performance—both return and risk. Percentile Rank is a standardized way of ranking items within a peer group. The observation with the largest numerical value is ranked zero. The observation with the smallest numerical value is ranked 100. The remaining observations are placed equal distance from one another on the rating scale. Note that lower percentile ranks are generally more favorable for returns (high returns), while higher percentile ranks are generally more favorable for risk measures (low risk). Separate accounts are ranked against others in the same Morningstar Category. Categories are assigned based on extensive holdings-based portfolio analysis. The rating is an objective grade of demonstrated performance. It is not designed to try to anticipate future performance.

Morningstar U.S. Small Blend Category: Small-blend portfolios favor U.S. firms at the smaller end of the market-capitalization range. Some aim to own an array of value and growth stocks while others employ a discipline that leads to holdings with valuations and growth rates close to the small-cap averages. Stocks in the bottom 10% of the capitalization of the U.S. equity market are defined as small cap. The blend style is assigned to portfolios where neither growth nor value characteristics predominate.

For more information on the methodology Morningstar uses to rate separate accounts, please see The New Morningstar Rating for Separate Accounts Fact Sheet, which can be found on the Morningstar website.

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