

SMALL CAP EQUITY

All Data as of 3/31/2024

Philosophy/Process

We believe that a company's dividend history is a key initial indicator of quality and seek to invest in companies with a demonstrated history of consistent and growing dividends. Our fundamental, bottom-up investment process is focused on uncovering small cap companies with differentiated business models, strong balance sheets, consistent cash flow generation, high returns on invested capital, effective management, and shareholder-friendly capital allocation. The goal of our long-term investment process is to construct a diversified portfolio capable of participating in up markets while significantly protecting capital in down markets.



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STRATEGY OVERVIEW

Assets Under Management	\$423mm
Asset Class	U.S. Small Cap Core
Primary Benchmark	Russell 2000 Index
Inception Date	January 1, 2012
Holdings	60 - 80
Market Cap at Purchase	\$100mm - \$5.0B
Max Position Size	5%
Sector Constraint	2x the Russell 2000 Index or 25%
Max Use of Cash	10% (Average 3-5%)
Typical 12-Month Turnover	25 - 35%

Annualized Returns

	QTD	1 Yr	3 Yr	5 Yr	10 Yr	Since Inception*
Crawford Small Cap (Gross)	4.01	15.35	4.34	8.38	9.22	11.51
Crawford Small Cap (Net)	3.80	14.44	3.50	7.49	8.35	10.75
Russell 2000 Index	5.18	19.71	-0.10	8.10	7.58	10.48

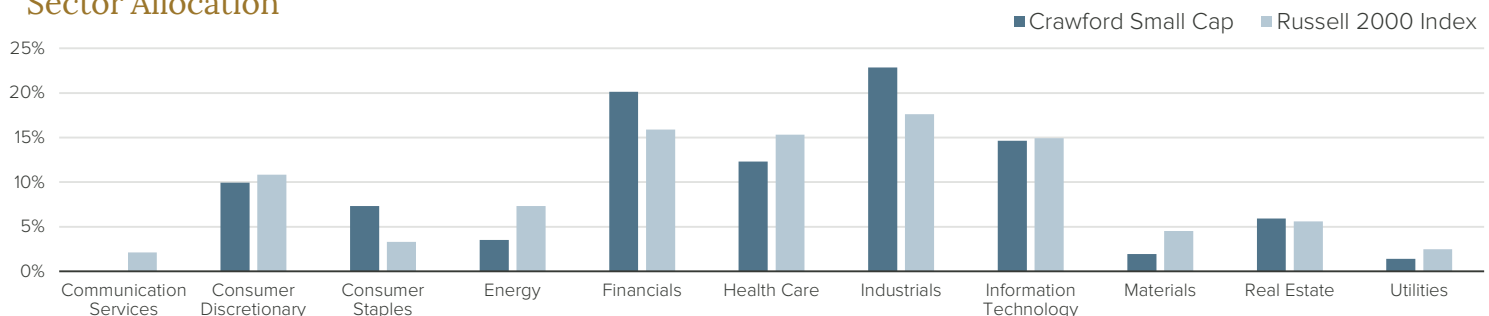
Portfolio Characteristics

	Crawford Small Cap	Russell 2000 Index
10-Year EPS Variability	55.2%	116.5%
Return on Equity	13.1%	7.7%
3-Year Dividend Growth Rate	11.8%	7.0%
5-Year EPS Growth Rate	12.1%	15.8%
P/E Ratio (Next 12 Months)	17.6x	18.0x
Dividend Yield	2.1%	1.3%
Average Market Cap	\$3.6B	\$4.7B

Since Inception Risk Statistics

	Crawford Small Cap	Russell 2000 Index
Standard Deviation	16.41%	20.26%
Beta	0.78	1.00
Annualized Alpha	2.22%	0.00%

Sector Allocation



Source: Crawford, FactSet, eVestment *Since inception time period: 1/1/2012 - 3/31/2024
 Past performance is not indicative of future results. Data is presented net of fees. Net of fee performance is calculated based on the actual fees experienced. Crawford P/E (Next 12 Months) estimates are based off of a combination of third party research and estimates, weighted harmonic averages, and portfolio median values. The representative equity portfolio is shown as supplemental information to the Small Cap composite disclosures which are located at the end of this fact sheet. Not every account will have these exact characteristics, and there is no guarantee that another portfolio would have better or equal performance than the representative portfolio presented here. All holdings for the last 12 months are available upon request.

CRAWFORD SMALL CAP EQUITY

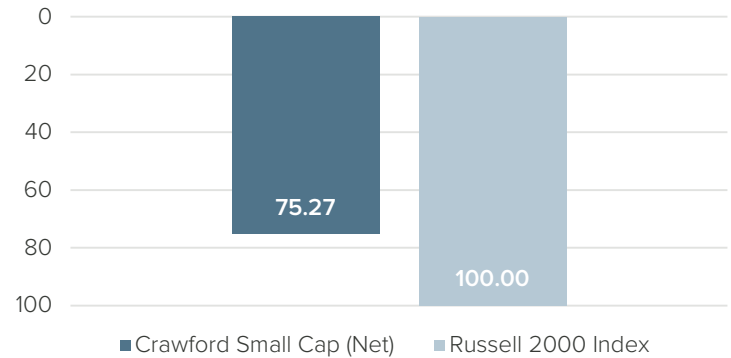
TOP TEN HOLDINGS

TICKER	COMPANY	WEIGHT
DTM	DT Midstream, Inc.	2.3%
USPH	U.S. Physical Therapy, Inc.	2.2%
BDC	Belden Inc.	2.2%
MOG.A	Moog Inc. Class A	2.1%
SPNS	Sapiens International Corporation NV	2.1%
AZZ	AZZ Inc.	2.1%
SXI	Standex International Corporation	2.1%
THG	Hanover Insurance Group, Inc.	2.1%
ESE	ESCO Technologies Inc.	2.1%
PRGO	Perrigo Co. Plc	2.1%

Weight is Percent (%) of Market Value Excluding Cash.

Russell 2000 Down Market Capture Rate

(1/1/2012 - 3/31/2024)



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Year	Firm Assets (\$ Millions)	Composite Assets (\$ Millions)	% Of Non-fee paying accounts	% Of Bundled Fee Paying Accounts	# Of Accounts	Small Cap Equity Composite				Russell 2000 Index	
						Pure Gross Return	Net Return	3-Year Standard Deviation	Internal Dispersion	Return	3-Year Standard Deviation
2023	\$7,730	\$388	0%	2.6%	8	15.73%	14.83%	18.84%	0.2%	16.93%	21.41%
2022	\$7,383	\$326	0%	2.7%	6	-13.13%	-13.83%	22.53%	0.5%	-20.44%	26.39%
2021	\$7,923	\$398	0%	2.7%	6	22.88%	21.87%	20.64%	1.1%	14.82%	23.68%
2020	\$7,111	\$321	0%	2.8%	7	5.09%	4.26%	21.62%	1.2%	19.96%	25.63%
2019	\$6,779	\$278	0%	2.9%	5 Or Fewer	22.63%	21.53%	13.72%	N/A	25.53%	15.93%
2018	\$5,655	\$187	0%	3.6%	5 Or Fewer	-6.67%	-7.46%	12.85%	N/A	-11.01%	16.01%
2017	\$5,901	\$191	0%	3.9%	5 Or Fewer	15.07%	14.16%	11.07%	N/A	14.65%	14.11%
2016	\$5,044	\$149	0%	4.4%	5 Or Fewer	28.39%	27.49%	12.60%	N/A	21.31%	15.99%
2015	\$4,149	\$94	0%	5.4%	5 Or Fewer	-1.44%	-2.12%	12.17%	N/A	-4.41%	14.16%
2014	\$4,610	\$82	0%	0%	5 Or Fewer	7.27%	6.51%	11.31%	N/A	4.89%	13.31%

N/A - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.

Crawford Investment Counsel claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Crawford Investment Counsel has been independently verified for the periods January 1, 1981 through December 31, 2022. The verification report(s) is/are available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedure 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.

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The Small Cap Equity Composite contains all discretionary, taxable and tax-exempt, small capitalization accounts. An account managed in the small capitalization equity style focuses on attractively valued, high quality companies that have consistently paid and increased their dividend over a 3-year period. Prior to February 1, 2016, the composite was named the Dividend Opportunity Equity Composite.

For comparison purposes the composite is measured against the Russell 2000 Index. The Russell 2000 Index measures the performance of the small-cap segment of the U.S. equity universe. The Russell 2000 Index is a subset of the Russell 3000 Index. It includes approximately 2,000 of the smallest securities based on a combination of their market cap and current index membership. Effective March 31, 2022, the Russell 2000 Value Index was removed for all periods. The change was made as it was decided that it was not relevant to show multiple benchmarks. Additionally, the Small Cap strategy aligns closer with the Core Index with regards to financial sector concentration, correlation, and portfolio characteristics.

Results are based on discretionary accounts under management, including those accounts no longer with the firm. The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of fees and include the reinvestment of all income. Gross returns for bundled fee accounts have not been reduced by transaction costs. Composite gross returns for periods that include bundled fee accounts are presented as supplemental information to the net returns. In addition to a management fee, bundled fee accounts pay an all-inclusive fee based on a percentage of assets under management. Other than brokerage commissions, this fee includes portfolio monitoring, consulting services, and in some cases, custodial services. The maximum bundled fee does not exceed 2.50%. Net of fee performance is calculated based on the actual fees experienced by the client. Certain accounts may not be charged commissions by their broker. The 3-year annualized standard deviation is not shown presented because 36 monthly returns are not available. The annual composite dispersion presented is an asset weighted standard deviation calculated for the accounts in the composite the entire year. Gross returns are used to calculate the internal dispersion and 3-yr annualized standard deviation. Past performance is not necessarily indicative of future results.

The investment management fee schedule for the composite is 0.85% on the first \$25 million; 0.80% on the next \$25 million; and 0.75% on the balance. Actual investment advisory fees incurred by clients may vary.

The inception date of the Small Cap Equity Composite is January 1, 2012. The Small Cap Equity Composite was created in March of 2013. A complete list of composite descriptions is available upon request. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request.

Source: Crawford, FactSet, eVestment

Past performance is not indicative of future results. Net of fee performance is calculated based on the actual fees experienced. The volatility (beta) of the account may be greater or less than that of the benchmark(s). It is not possible to invest directly in these indices. Chartered Financial Analyst® (CFA®) are licensed by the CFA® Institute to use the CFA® mark. CFA® certification requirements: Hold a bachelor's degree from an accredited institution or have equivalent education or work experience, successful completion of all three exam levels of the CFA® Program, have 48 months of acceptable professional work experience in the investment decision-making process, fulfill society requirements, which vary by society. Unless upgrading from affiliate membership, all societies require two sponsor statements as part of each application submitted online. The information provided in this report should not be considered a recommendation to purchase or sell any particular security or sector. There is no assurance that any securities discussed herein will remain in an account's portfolio at the time you receive this report or that securities sold have not been repurchased. Crawford reserves the right to modify its current investment strategies and techniques based on changing market dynamics or client needs. The securities discussed may not represent an account's entire portfolio and in the aggregate may represent only a small percentage of an account's portfolio holdings. It should not be assumed that any of the securities transactions, holdings or sectors discussed were or will prove to be profitable, or that the investment recommendations or decisions we make in the future will be profitable or will equal the investment performance of the securities discussed herein. Crawford Investment Counsel Inc. ("Crawford") is an independent investment adviser registered under the Investment Advisers Act of 1940, as amended. Registration does not imply a certain level of skill or training. More information about Crawford including our investment strategies and objectives can be found in our ADV Part 2, which is available upon request. To receive a list of composite descriptions and/or a full presentation that adheres to the GIPS standards, please contact Casey Kimmel Dhande at Crawford Investment Counsel, 600 Galleria Parkway, Suite 1650, Atlanta, GA 30339, (770) 859-0045. CRA-2404-12