

Principal Edge SMID Equity Income

30 June 2024

Strategy description

The strategy seeks a relatively high level of current income and long-term growth of income and capital by investing primarily in common stocks of small and mid-cap U.S. companies.

Strategy facts

Manager: Principal Edge Inception: 1 March 2007

Index: Russell 2500 Value Index
Targeted number of holdings¹: 60-90

Expected turnover¹: 15-35%

Key differentiators

- Growers, not just payers. Dividend growers and payers have historically had higher returns with less risk than non-dividend paying stocks.
- Powered by great companies. A quality-first mentality removes subpar operators, helping to avoid value traps.
- Sector neutral to help mitigate risk.
 We are focused on selecting great companies, not timing sectors.

Portfolio management

Daniel R. Coleman 45 years' experience

Sarah E. Radecki, CFA 28 years' experience

Lauren C. Choi 21 years' experience

Investment philosophy

We invest in companies that we believe are high-quality with competitive advantages, financial strength, shareholder-oriented management teams, and strong or improving profitability. We focus on quality first, have the patience to invest at attractive valuations, and maintain a long-term investment horizon.

Composite performance (%)

| | 3M | YTD | 1YR | 3YR | 5YR | 10YR | Performance Start (1 March 2007) |
|---|-------|------|-------|------|------|------|-------------------------------------|
| Principal Edge SMID Equity Income (gross) | -4.29 | 3.91 | 13.90 | 6.86 | 8.59 | 8.16 | 9.82 |
| Principal Edge SMID Equity Income (net) | -4.46 | 3.55 | 13.12 | 6.11 | 7.87 | 7.47 | 9.03 |
| Russell 2500 Value Index | -4.31 | 1.50 | 11.24 | 2.14 | 8.00 | 6.77 | 6.83 |

12-month rolling returns (%)

| | Jul 19 - Jun 20 | Jul 20 - Jun 21 | Jul 21 - Jun 22 | Jul 22 - Jun 23 | Jul 23 - Jun 24 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|
| Principal Edge SMID Equity Income (gross) | -15.93 | 47.25 | -6.72 | 14.86 | 13.90 |
| Principal Edge SMID Equity Income (net) | -16.44 | 46.32 | -7.38 | 14.07 | 13.12 |
| Russell 2500 Value Index | -15.50 | 63.23 | -13.19 | 10.37 | 11.24 |

Source: Principal Global Investors.

As of June 2024. Investing involves risk, including possible loss of principal. Periods over one year are annualized. Please see disclosures for additional information on performance.

Risk Considerations

- The potential for profit is accompanied by the possibility of loss.
- Equity markets are subject to many factors, including economic conditions, government regulations, market sentiment, local and international political events, and environmental and technological issues that may impact return and volatility.
- There is a risk that an investment will decline in value.
- Equity stocks of small- and mid-cap companies carry greater risks including that they may be more volatile and less liquid than equity stocks of larger, more established companies.

¹Investment guidelines are subject to change.

Top 10 holdings (%)²

| | Location | Sector | Portfolio | Index | Active weight ³ |
|---|---------------|------------------------|-----------|-------|-------------------------------|
| 1 Mks Instruments, Inc. | United States | Information Technology | 2.8 | 0.2 | 2.5 |
| 2 East West Bancorp, Inc. | United States | Financials | 2.6 | 0.3 | 2.4 |
| 3 Williams-Sonoma, Inc. | United States | Consumer Discretionary | 2.5 | 0.4 | 2.1 |
| 4 Targa Resources Corp | United States | Energy | 2.2 | _ | 2.2 |
| 5 Nvent Electric Plc | United States | Industrials | 2.2 | 0.3 | 1.9 |
| 6 Diamondback Energy, Inc. | United States | Energy | 2.2 | _ | 2.2 |
| 7 Leidos Holdings, Inc. | United States | Industrials | 2.1 | _ | 2.1 |
| 8 Ingredion Incorporated | United States | Consumer Staples | 2.0 | 0.2 | 1.8 |
| 9 Fidelity National Financial Corp. | United States | Financials | 2.0 | _ | 2.0 |
| 10 Select Medical Holdings Corporation | United States | Health Care | 1.9 | _ | 1.9 |

Sector allocation (%)²



Portfolio characteristics^{2,4}

| | Portfolio | Index |
|---|-----------|--------|
| Market cap (weighted average) | \$10.9B | \$7.9B |
| Sales growth (trailing 5-year CAGR) | 7.83 | 6.77 |
| Turnover – last 12 months ⁵ | 14.1% | - |
| Active share ⁶ | 90.5% | - |
| Number of holdings | 73 | 1,836 |
| Dividend yield (weighted average) | 2.33 | 2.00 |
| Beta | 0.88 | 1.00 |
| Price/earnings – last 12 months | 19.75 | 18.28 |
| Operating margin (trailing 5-year average) | 15.82 | 12.83 |
| Return on capital (trailing 5-year average) | 13.02 | 9.56 |

Composite risk statistics (gross)⁵

| | 3YR | 5YR |
|--------------------|-------|-------|
| Sharpe ratio | 0.19 | 0.29 |
| Standard deviation | 19.38 | 22.35 |
| Information ratio | 1.13 | 0.13 |
| Tracking error | 4.16 | 4.50 |

Due to rounding, figures and percentages shown may not add to the total or equal 100%. The index benchmarks are referred to for comparative purposes only and are not necessarily intended to parallel the risk or investment approach of the portfolios included in the composites and the methods of calculating performance of the composite and the index may not be identical.

² Source: FactSet. Characteristics and weightings shown are of the representative portfolio. FactSet data is subject to revision over time, which may result in slight differences among data points reported during the same period.

³ Portfolio security weight minus the benchmark security weight.

⁴ Yields and yield related characteristics shown are only one component of performance or expected performance and are not and should not be viewed as a statement of the current or future performance of the strategy. See the gross and net performance of the strategy.

⁵ Source: Principal Global Investors.

⁶ A measure of the proportion of stock weights in a manager's portfolio that differ from the index.

Investment process overview

• Revenue growth > industry and GDP

Return on invested capital > weighted average cost of capital

Seek quality companies at attractive valuations

Screen for profitable companies

Positive free cash flow



Identify "Good Companies" from industry review



Portfolio construction and risk management

- Competitive advantage. Brand, patents, barriers to entry, location, etc.
- Complexity. Number and relatedness of businesses
- Financial strength. Variability of operating margins and strength of balance sheet
- · Potential for profitability change. Is there a meaningful inflection up or down over our 5-year horizon
- Shareholder friendliness. History of increasing dividends, buying back stock at attractive prices or making accretive acquisitions

- · Monitor buy list for attractive entry point
- Seek to purchase companies when there has been company or industry specific dislocation and then own for years
- Sector neutral approach focuses team on stock selection within each sector to drive results
- Utilize BarraOne® for risk management oversight

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Composite performance results are based on fully discretionary accounts under management, including those accounts no longer with the firm Gross performance shown does not reflect the deduction of investment management fees and certain transaction costs, which will reduce portfolio performance. Net performance results reflect a reduction for investment advisory fees based on the firm's applicable asset management fee schedule. Effective March 2021, composite net performance is calculated using the highest applicable fee as shown in the composite fee schedule. Prior to March 2021, composite net returns were derived based the aggregation of underlying portfolios net returns that were either calculated by applying actual client fees for non-affiliated clients or a model tiered fee schedule for affiliated clients, unless otherwise noted. Composite net returns after January 1, 2011, are inclusive of performance-based fees (where applicable). Performance-based fees are accounted for on a cash basis. Prior to January 2003 certain commingled funds which returns may be utilized in a Composite's performance track record had net returns that reflected a deduction for administrative fees in addition to direct trading expenses and investment management fees. Therefore, the average fees will be higher during these time periods.

Each portfolio included in the composite is managed according to its own individual investment restrictions and limitations and therefore their characteristics may vary from those of the Representative Portfolio shown. Portfolio performance, characteristics and volatility may differ from the benchmark shown. Holdings and weightings are subject to change daily. The holdings listed should not be considered a recommendation to purchase or sell any security and there is no assurance an investment in these securities will be profitable.

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As of 30 June 2024

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