



# DANA ALL CAP EQUITY STRATEGY

## QUARTERLY Fact Sheet

As of December 31, 2022

### INVESTMENT PHILOSOPHY

Dana's investment process combines structural risk controls with a disciplined security selection process. We believe an actively managed strategy focused on attractively priced companies with above average growth and profitability characteristics can add value and reduce volatility over time.

### INVESTMENT OBJECTIVE

Dana's All Cap Equity Strategy seeks to outperform the broad equity market on a risk-adjusted basis over a full market cycle, thereby helping to deliver more consistent returns for an investor's all cap U.S. equity exposure.

### INVESTMENT STRATEGY

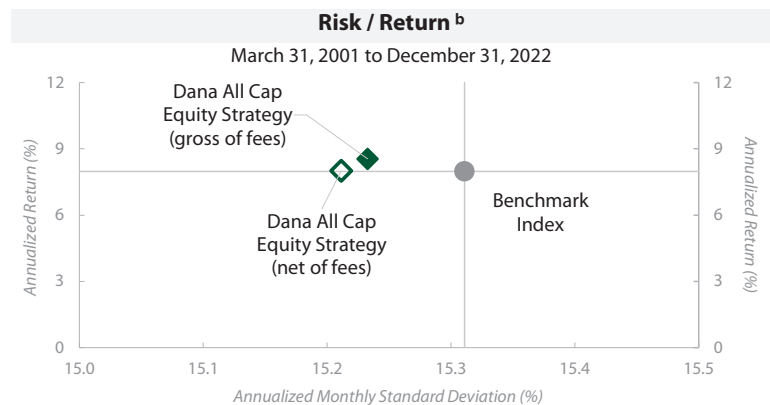
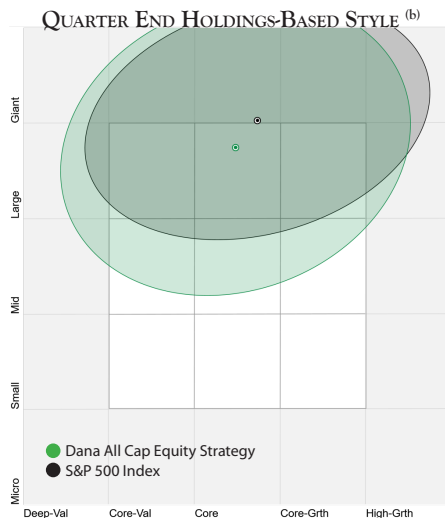
Dana's All Cap Equity Strategy holds a diversified portfolio of 50 to 55 stocks. Our investment process incorporates a wide spectrum of valuation, growth, and profitability metrics to help identify securities that possess attractive valuation and growth characteristics relative to their peers. Risk controls are implemented throughout the portfolio construction process, and we look to add value with disciplined fundamental stock selection. The Strategy provides a blend of characteristics designed to help navigate through all market cycles.

Profile	Dana All Cap Equity Strategy	
Benchmark	Benchmark Index	
Inception Date	March 31, 2001	
Average Number of Holdings	50-55	
Target Cash (%)	0 - 1	
Individual Security Limit	< 4% or Index Weight	
Sector Limit	Sector Neutral	
<b>Characteristics <sup>a b</sup></b>	Dana All Cap Equity	S&P 500 Index
P/E NTM <sup>1</sup>	15.9	17.4
EV/EBITDA <sup>1</sup>	12.5	13.0
Historical 3Yr Sales Growth (%)	12.3	11.6
Return on Equity (ROE) (%) <sup>2</sup>	23.5	31.2
Active Share (%)	68.3	-
Market Cap (\$ billions)	318.6	417.5
Median Market Cap (\$ billions)	95.6	29.6
Dividend Yield (%)	1.54	1.69
3 Year Dividend Growth (%)	8.10	8.11

Weighted Average unless noted:  
<sup>1</sup> Weighted Harmonic Average; <sup>2</sup> Weighted Median

Statistics (net of fees) <sup>b</sup>	Dana All Cap Equity	Benchmark Index
Monthly Returns Since 3/31/2001		
Alpha	0.27	-
Beta	0.97	1.00
Sharpe Ratio	0.44	0.43
Batting Average	.506	-
Information Ratio	0.01	-
<b>Market Capture (%) (net of fees)</b>	Dana All Cap Equity	Benchmark Index
Quarterly Returns Since 3/31/2001		
Up Market Capture Ratio	100.0	100.0
Down Market Capture Ratio	100.0	100.0

Average Annual Total Return (%) as of 12/31/2022	Unannualized							Since Inception
	Quarter	1 Year	3 Year	5 Year	10 Year	20 Year		
<b>Dana All Cap Equity Strategy (gross of fees)</b>	<b>8.52</b>	<b>-17.33</b>	<b>6.36</b>	<b>7.48</b>	<b>11.63</b>	<b>10.16</b>	<b>8.54</b>	
<b>Dana All Cap Equity Strategy (net of fees)</b>	<b>8.41</b>	<b>-17.69</b>	<b>5.88</b>	<b>7.00</b>	<b>11.11</b>	<b>9.59</b>	<b>8.00</b>	
Benchmark Index	7.56	-18.11	7.66	9.42	12.56	9.96	7.98	



## EQUITY PORTFOLIO MANAGEMENT TEAM



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Sector Allocation (%) as of 12/31/2022	Dana All Cap Equity	S&P 500 Index
Communication Services	7.91	7.28
Consumer Discretionary	11.49	9.80
Consumer Staples	6.65	7.20
Energy	4.89	5.23
Financials	11.69	11.66
Health Care	14.88	15.72
Industrials	7.57	8.75
Information Technology	26.26	25.74
Materials	2.49	2.73
Real Estate	2.96	2.71
Utilities	3.21	3.18

Due to rounding, totals may not equal 100%

Dana All Cap Equity Strategy Top 10 Holdings (%) as of 12/31/2022	
Apple Inc	4.56
Microsoft Corp	3.52
Exxon Mobil Corp	2.81
Alphabet Inc	2.40
Visa Inc	2.35
UnitedHealth Group Inc	2.32
AbbVie Inc	2.16
Raytheon Technologies	2.14
Deckers Outdoor Corp	2.10
Fiserv Inc	2.10

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Total Return Gross of Fees	17.35%	36.04%	17.66%	-0.90%	7.36%	22.99%	-10.66%	33.45%	14.98%	26.55%	-17.33%
Total Return Net of Fees	16.73%	35.32%	17.10%	-1.42%	6.85%	22.49%	-11.03%	32.82%	14.46%	25.99%	-17.69%
Benchmark Return	16.00%	32.39%	13.69%	1.38%	11.96%	21.83%	-4.38%	31.49%	18.40%	28.71%	-18.11%
Composite 36 Month Standard Deviation	15.65%	13.20%	9.87%	10.80%	10.94%	9.66%	11.26%	12.30%	19.20%	17.53%	20.82%
Benchmark 36 Month Standard Deviation	15.09%	11.94%	8.97%	10.47%	10.59%	9.92%	10.80%	11.93%	18.53%	17.17%	20.87%
Number of Portfolios	10	17	42	100	113	123	125	110	108	121	127
Internal Dispersion	0.91%	0.96%	1.31%	0.50%	0.41%	0.42%	0.39%	0.71%	1.16%	0.68%	0.61%
Composite Assets (US\$ millions)	27.1	42.4	46.1	72.4	85.7	107.6	77.4	71.0	74.4	91.1	65.9
% of Bundled Fee Assets	42.3%	37.8%	51.7%	80.6%	66.9%	78.0%	85.6%	78.8%	18.8%	15.3%	16.3%
Strategy Assets (US\$ millions)	27.1	42.6	46.3	73.3	113.6	142.8	103.3	112.6	169.8	229.3	211.4
Total Firm Assets (US\$ millions)	3,264.2	3,664.9	4,091.7	4,490.7	4,769.4	4,865.7	5,183.2	4,548.9	4,782.0	4,647.0	4,427.7
Total Entity Assets (US\$ millions)	3,622.2	4,486.3	5,383.3	6,634.5	7,172.0	7,538.4	7,454.1	7,142.0	7,185.0	7,662.0	6,816.3

Strategy Assets and Total Entity Assets include applicable composite assets, wrap program assets, and model portfolio assets and are presented as supplemental information.

Dana does not have final trading authority on model portfolio assets, which are excluded from both Composite Assets and Total Firm Assets.

Dana Investment Advisors, Inc. ("Dana") claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. GIPS is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein. Dana has been independently verified for the periods January 1, 1992 through December 31, 2021.

A firm that claims compliance with the GIPS standards must establish policies and procedures 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. The Dana All Cap Equity composite has had a performance examination for the periods March 31, 2001 through December 31, 2021. The verification and performance examination reports are available upon request.

- Definition of Firm:** Dana Investment Advisors, Inc. is an SEC-registered independent investment management firm established in 1980 and is not affiliated with any parent organization. Dana manages a variety of equity, fixed income, and balanced portfolios for primarily U.S. institutional, individual, and mutual fund clients.
- Composite Creation Date:** March 31, 2001.
- Composite Definition:** The Dana All Cap Equity composite includes all fee-paying, discretionary equity portfolios that invest in U.S. equities with the goal of providing long-term capital appreciation within a well-diversified all cap equity strategy. The composite does not have a minimum size criterion for membership. A complete list of composite descriptions is available upon request.
- Benchmark Description:** The current benchmark for the Dana All Cap Equity composite is the S&P 500 Index. Prior to January 1, 2010, the S&P 1500 Index was used as the composite's primary benchmark and the S&P 500 Index was a secondary benchmark. The change was made as the investment process and characteristics of Dana All Cap Equity portfolios more closely match those of the S&P 500 Index.
- Composite Construction:** Prior to April 1, 2008, the composite included the All Cap Equity segment of balanced accounts. Cash was allocated to these segments based on the average cash position of the All Cap Equity "only" portfolios in the composite.
- Performance and Fees:** Valuations are computed and performance is reported in U.S. dollars. Gross-of-fees returns are presented before investment management and custodial fees but after all trading expenses. The composite contains both traditional commission paying and bundled-fee (i.e., asset-based pricing) portfolios. Trading costs are allocated to bundled-fee portfolios at actual asset-based rates. If actual asset-based trading costs cannot be readily identified, the entire bundled fee (which may include costs for administration, investment management, custody, asset allocation, etc.), net of Dana's investment management fees, is deducted from the gross return. Prior to April 1, 2008, transaction costs were allocated to bundled fee trades at a per share commission rate equal to Dana's preferred list of non-directed institutional brokers. Net-of-fees returns are calculated by deducting Dana's actual investment management fees from the monthly gross-of-fees returns. Dana's current standard annual All Cap Equity fee schedule is 0.75% on the first \$10MM, 0.65% on the next \$15MM, and 0.50% thereafter; however, Dana's investment management fees may vary based upon the differences in size, composition, and servicing needs of client accounts. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.
- Standard Deviation:** The 36-month annualized standard deviation measures the variability of the monthly net-of-fees composite and the benchmark monthly returns for the period.
- Internal Dispersion:** Dispersion is calculated using the equal-weighted standard deviation of annual net returns of those portfolios that were included in the composite for the entire year.

**Past performance is not indicative of future results.**

Data and Chart Sources: Dana Investment Advisors; <sup>(a)</sup> FactSet Research Systems; <sup>(b)</sup> Morningstar Direct.