



### INVESTMENT PHILOSOPHY

We believe a tactically managed portfolio, blending our actively managed stock and bond strategies, can be customized to meet client investment goals of attractive long-term returns with moderate volatility.

### INVESTMENT OBJECTIVE

Dana's Balanced Strategy provides clients with a diversified portfolio allocated between fixed income and equity securities designed to provide income while preserving and growing capital.

### INVESTMENT STRATEGY

Dana's Balanced Strategy combines one or more of our relative value bond and equity strategies. Portfolio asset allocations are actively managed based on client specific objectives including income needs, time horizons, and risk tolerances. Our investment team actively manages the allocation, given the current market environment, blending our best investment ideas to deliver a diversified portfolio for clients.

Profile	Dana Balanced Strategy
Benchmark	60% S&P 500 Index 40% ICE BofAML 1-10 Year Govt/Corp Index
Inception Date	January 01, 1992 ‡
Target Cash	0 - 3
Individual Security Limit	< 4 or Index Weight

Equity Characteristics <sup>a b</sup>	Dana Large Cap Equity Strategy	S&P 500 Index
P/E NTM <sup>1</sup>	14.7	17.4
EV/EBITDA <sup>1</sup>	11.7	13.0
Historical 3Yr Sales Growth (%)	11.3	11.6
Return on Equity (ROE) (%) <sup>2</sup>	30.3	31.2
Active Share (%)	71.3	-
Market Cap (\$ billions)	292.8	417.5
Median Market Cap (\$ billions)	55.7	29.6
Dividend Yield (%)	1.8	1.7
3 Year Dividend Growth (%)	10.6	8.1

‡ Inception data shown from GIPS inception date, actual Composite inception 12/31/1987  
<sup>1</sup> Weighted Harmonic Average; <sup>2</sup> Weighted Median

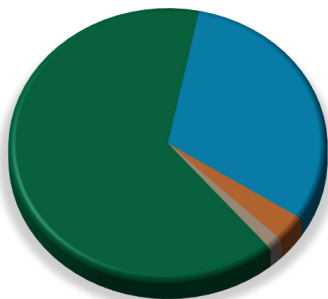
Fixed Income Characteristics	Dana Intermediate Bond Strategy	ICE BofAML 1-10 Year G/C Index <sup>c</sup>
Yield to Maturity (YTM) (%) †	4.81	4.60
Effective Duration	3.53	3.78
Average Maturity (Years)	4.09	4.21
Average Credit Quality	Aa3	Aa1
Average Coupon (%)	3.00	2.33

† For callable bonds, the expected yield to call is used.

Statistics (net of fees) <sup>b</sup>	Dana Balanced Strategy	Benchmark Index
Monthly Returns Since 12/31/2002		
Beta	1.11	1.00
Sharpe Ratio	0.53	0.67
Batting Average	.525	-

Average Annual Total Return as of 12/31/2022	Unannualized						Since GIPS Inception †
	Quarter	1 Year	3 Year	5 Year	10 Year	20 Year	
<b>Dana Balanced Strategy (gross of fees)</b>	<b>6.40</b>	<b>-15.68</b>	<b>3.59</b>	<b>5.13</b>	<b>7.41</b>	<b>7.25</b>	<b>7.54</b>
<b>Dana Balanced Strategy (net of fees)</b>	<b>6.27</b>	<b>-16.09</b>	<b>3.09</b>	<b>4.63</b>	<b>6.89</b>	<b>6.71</b>	<b>6.94</b>
Blended Balanced Index	5.16	-14.04	4.62	6.38	8.18	7.27	7.72

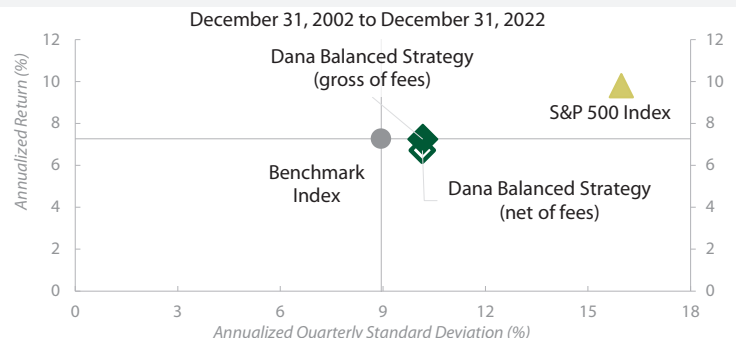
### Asset Allocation as of December 31, 2022



- 64% - Equity
- 31% - Fixed Income
- 3% - Preferred Income
- 1% - Cash

Due to rounding, totals may not equal 100%

### Risk / Return <sup>b</sup>



## BALANCED PORTFOLIO MANAGEMENT TEAM



**J. JOSEPH VERANTH, CFA**  
Chief Investment Officer



**DUANE ROBERTS, CFA**  
Director of Equities



**NOAMAN SHARIEF**  
Senior Vice President

Sector Allocation (%) as of 12/31/2022	Dana Large Cap Equity	S&P 500 Index
Communication Services	7.15	7.28
Consumer Discretionary	10.37	9.80
Consumer Staples	7.07	7.20
Energy	4.95	5.23
Financials	11.46	11.66
Health Care	15.65	15.72
Industrials	8.70	8.75
Information Technology	26.18	25.74
Materials	2.56	2.73
Real Estate	2.78	2.71
Utilities	3.12	3.18

Due to rounding, totals may not equal 100%

Dana Large Cap Equity Strategy Top 10 Holdings (%) as of 12/31/2022	
Apple Inc	3.40
Microsoft Corp	3.35
Alphabet Inc	2.95
Merck & Co Inc	2.55
AbbVie Inc	2.32
McKesson Corp	2.21
UnitedHealth Group Inc	2.18
Deere & Co	2.16
Abbott Laboratories	2.13
CVS Health Corp	2.11

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Total Return Gross of Fees	12.13%	18.48%	10.27%	0.06%	5.33%	15.63%	-6.26%	23.23%	12.18%	17.53%	-15.68%
Total Return Net of Fees	11.55%	17.87%	9.71%	-0.45%	4.79%	15.08%	-6.69%	22.66%	11.64%	16.95%	-16.09%
Benchmark Return	11.37%	18.17%	9.46%	1.43%	7.97%	13.94%	-2.01%	21.34%	14.78%	16.04%	-14.04%
Composite 36 Month Standard Deviation	9.08%	7.80%	5.97%	6.48%	6.68%	6.09%	7.04%	7.71%	12.40%	11.60%	14.66%
Benchmark 36 Month Standard Deviation	7.75%	7.59%	5.54%	6.37%	6.25%	5.76%	6.28%	7.06%	11.23%	10.44%	13.31%
Number of Portfolios	56	61	76	127	141	144	144	113	114	122	126
Internal Dispersion	2.10%	4.30%	2.53%	0.76%	0.97%	2.95%	1.23%	1.30%	1.79%	1.46%	1.13%
Composite Assets (US\$ millions)	224.6	263.1	288.1	297.6	287.9	307.0	248.7	191.8	196.7	222.9	154.0
Strategy Assets (US\$ millions)	230.6	269.0	296.1	313.5	318.2	345.4	288.6	244.0	255.3	293.3	214.2
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.

Asset allocation, statistics, and performance data is presented for the Dana Balanced composite. Equity and fixed income characteristics only pertain to the identified investment strategies. While the identified investment strategies are contained in the Dana Balanced composite, their respective characteristics do not represent the overall Dana Balanced composite's characteristics, as actual characteristics vary based upon client preferences.

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 Balanced composite has had a performance examination for the periods January 1, 1992 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:** December 31, 1987.
- **Composite Definition:** The Dana Balanced composite includes all fee-paying, discretionary equity portfolios that invest in a blend of U.S. and International equities and fixed income securities with the goal of providing long-term capital appreciation and income within a well-diversified balanced 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 blended benchmark for the Dana Balanced composite consists of 60% S&P 500 Index and 40% ICE BofAML 1-10 Year US Corporate & Government Index ("ICE BofAML 1-10 Yr C/G Index"). The blended benchmark is rebalanced at the beginning of each quarter. Prior to January 1, 2012, the blended benchmark utilized as the composite benchmark was 50% S&P 500 Index and 50% ICE BofAML 1-10 Year US Corporate & Government Index. The change was made as the asset allocation and characteristics of Dana Balanced composite portfolios more closely match those of a 60% S&P 500 Index and 40% ICE BofAML 1-10 Year US /Corporate & Government Index blend.
- **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. 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 Balanced fee schedule is 0.65% on the first \$10MM, 0.55% on the next \$15MM, and 0.45% 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; <sup>(c)</sup> Bloomberg Finance L.P.; # GIPS inception January 1, 1992.