



# DANA SOCIAL ESG EQUITY STRATEGY

## QUARTERLY Fact Sheet

As of September 30, 2023

### INVESTMENT PHILOSOPHY

Dana adheres to a relative value investment philosophy that combines structural risk controls with stock selection. We believe that a disciplined process of active management can add value over time.

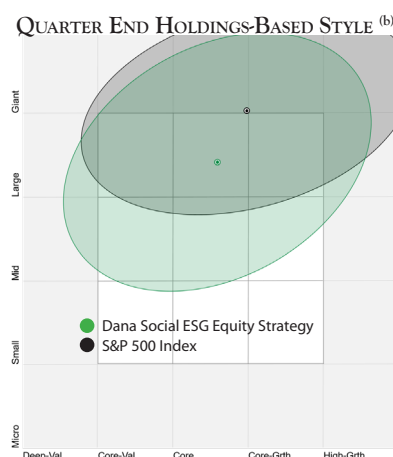
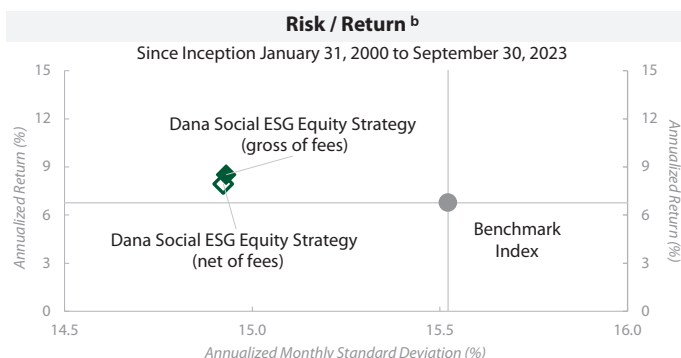
### INVESTMENT OBJECTIVE

Dana's Social ESG Equity Strategy seeks to outperform the S&P 500 Index with lower volatility over a full market cycle, thereby helping to deliver more consistent returns for an investor's screened U.S. equity exposure.

### INVESTMENT STRATEGY

Dana's Social ESG Equity Strategy holds a diversified portfolio of 50 to 55 stocks from our screened universe. We fully integrate Environmental, Social, and Governance (ESG) factors into our proprietary analysis. A comprehensive and balanced proprietary size-adjusted ESG scoring process helps determine companies for inclusion in the Strategy's investment universe. Our investment process incorporates a wide spectrum of quantitative, fundamental, and qualitative analysis along with a valuation, growth, and profitability metrics to help identify securities that possess attractive valuation and growth characteristics relative to their peers. At times, certain qualitative considerations may give rise to us overriding one or more aspects of our quantitative research. 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 Social ESG Equity Strategy	
Benchmark	S&P 500 Index	
Inception Date	January 31, 2000	
Average Number of Holdings	50-55	
Target Cash (%)	0 - 1	
Individual Security Limit	< 4% or 110% Index Weight	
Sector Limit	Sector Neutral	
Characteristics <sup>a b</sup>	Dana Social ESG Equity	S&P 500 Index
P/E NTM <sup>1</sup>	14.2	18.7
EV/EBITDA <sup>1</sup>	12.1	15.5
Hist 3Yr Sales Growth (%)	15.0	13.8
Return on Equity (ROE) (%) <sup>2</sup>	30.8	30.6
Active Share (%)	74.1	-
Market Cap (\$ billions)	415.4	631.0
Median Market Cap (\$ billions)	56.3	30.0
Dividend Yield (%)	1.9	1.6
3 Year Dividend Growth (%)	9.5	9.4
<i>Weighted Average unless noted: 1 Weighted Harmonic Average; 2 Weighted Median</i>		
Statistics (net of fees) <sup>b</sup>	Dana Social ESG Equity	Benchmark Index
Monthly Returns Since 1/31/2000		
Alpha	1.60	-
Beta	0.91	1.00
Sharpe Ratio	0.42	0.32
Batting Average	.525	-
Information Ratio	0.23	-
Market Capture (%) (net of fees)	Dana Social ESG Equity	Benchmark Index
Quarterly Returns Since 3/31/2000		
Up Market Capture Ratio	97.1	100.0
Down Market Capture Ratio	87.0	100.0



Average Annual Total Return (%) as of 09/30/2023	Unannualized							Since Inception
	Quarter	YTD	1 Year	3 Year	5 Year	10 Year	20 Year	
<b>Dana Social ESG Equity Strategy (gross of fees)</b>	<b>-6.71</b>	<b>1.99</b>	<b>11.35</b>	<b>5.99</b>	<b>6.79</b>	<b>9.02</b>	<b>9.77</b>	<b>8.52</b>
<b>Dana Social ESG Equity Strategy (net of fees)</b>	<b>-6.76</b>	<b>1.63</b>	<b>10.89</b>	<b>5.52</b>	<b>6.29</b>	<b>8.48</b>	<b>9.20</b>	<b>7.95</b>
Benchmark Index	-3.27	13.07	21.62	10.15	9.92	11.91	9.74	6.76

## EQUITY PORTFOLIO MANAGEMENT TEAM



**DUANE ROBERTS, CFA**  
Director of Equities

**GREG DAHLMAN, CFA**  
Senior Vice President

**MICHAEL HONKAMP, CFA**  
Senior Vice President

**DAVID STAMM, CFA**  
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**DAVID WEINSTEIN, JD**  
Senior Vice President

**SEAN MCLEOD, CFA**  
Vice President

**MIKHAIL ALKHAZOV, CFA**  
Vice President

Sector Allocation (%) as of 09/30/2023	Dana Social ESG Equity	S&P 500 Index
Communication Services	8.80	8.87
Consumer Discretionary	10.22	10.67
Consumer Staples	6.24	6.57
Energy	4.66	4.72
Financials	12.66	12.81
Health Care	13.93	13.36
Industrials	8.44	8.30
Information Technology	27.81	27.46
Materials	2.39	2.45
Real Estate	2.60	2.37
Utilities	2.25	2.41

Due to rounding, totals may not equal 100%

Dana Social ESG Equity Strategy Top 10 Holdings (%) as of 09/30/2023	
Alphabet Inc	4.76
Apple Inc	4.36
Microsoft Corp	4.14
Comcast Corp	2.30
Regal Rexnord Corp	2.13
Deere & Co	2.10
Lincoln Electric Holdings	2.06
Cisco Systems Inc	2.06
Visa Inc	2.06
CSX Corp	2.04

	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	YTD 2023
Total Return Gross of Fees	38.65%	16.63%	-1.72%	6.56%	21.15%	-9.63%	32.41%	13.53%	28.40%	-17.88%	1.99%
Total Return Net of Fees	37.91%	16.03%	-2.27%	6.02%	20.59%	-10.08%	31.80%	12.94%	27.80%	-18.22%	1.63%
Benchmark Return	32.39%	13.69%	1.38%	11.96%	21.83%	-4.38%	31.49%	18.40%	28.71%	-18.11%	13.07%
Composite 36 Month Standard Deviation	13.17%	9.90%	10.93%	11.21%	10.35%	11.29%	11.98%	18.97%	17.82%	21.18%	17.69%
Benchmark 36 Month Standard Deviation	11.94%	8.97%	10.47%	10.59%	9.92%	10.80%	11.93%	18.53%	17.17%	20.87%	17.60%
Number of Portfolios	79	125	81	94	49	48	46	46	66	63	53
Internal Dispersion	1.16%	1.08%	0.44%	0.82%	0.29%	0.36%	0.65%	0.38%	0.88%	0.57%	N/A
Composite Assets (US\$ millions)	88.2	150.2	91.1	214.7	198.5	315.2	386.6	164.7	171.1	135.4	126.1
% of Bundled Fee Assets	53.7%	52.6%	47.3%	31.3%	14.6%	8.0%	5.7%	8.6%	9.7%	6.9%	3.6%
Strategy Assets (US\$ millions)	252.8	369.8	470.5	584.0	589.1	658.8	748.1	560.6	660.8	526.0	473.3
Total Firm Assets (US\$ millions)	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	4,445.4
Total Entity Assets (US\$ millions)	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	6,810.3	6,421.2

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.

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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 Social ESG Equity composite has had a performance examination for the periods January 31, 2000 through December 31, 2022. 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:** January 31, 2000. The composite was known as the Dana Socially Responsible Equity composite through December 30, 2017 and thereafter known as the Dana Social ESG Equity composite.
- Composite Definition:** The Dana Social ESG 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 ESG integrated 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 Social ESG Equity composite is the S&P 500 Index. Prior to January 1, 2010, the MSCI KLD 400 Social 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 Social ESG Equity portfolios more closely match those of the S&P 500 Index.
- Composite Construction:** Prior to April 1, 2008, the composite included the Social ESG Equity segment of balanced accounts. Cash was allocated to these segments based on the average cash position of the Social ESG 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 Social ESG Equity fee schedule is 0.75% on the first \$10MM, 0.65% on the next \$15MM, and 0.60% 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

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