

### Firm & Investment Overview

Q4 2023 US Small Cap Value ESG Discussion

#### **Important General Information**



This report is merely an introduction to the investment strategies of the Orchard Capital Management, LLC. It is not a complete description of the strategies. Before investing in an Orchard strategy, you should discuss strategy details and investment risk with our management team.

Orchard Capital Management, LLC, claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards for its composite reporting. Orchard Small Cap Value ESG Composite contains fully discretionary investments invested primarily in a portfolio North American of small-cap companies purchased at a discount to our estimates of intrinsic value. Orchard Small Cap Value ESG seeks a long-term, above-average absolute return by investing in a portfolio of small-capitalization companies at a discount to our estimate of intrinsic value while integrating ESG considerations and guidelines into the security selection and company engagement process. For comparison purposes, the composite is measured against the Russell 2000 Value Index. The Russell 2000 Value Index is a subset of the Russell 2000 Index. The Russell 2000 Value measures the performance of those Russell 2000 companies with lower price-to-book ratios and lower forecasted growth values. In September 2023, the Select Small Cap Value was renamed to its current name Small Cap Value ESG Composite to better reflect the investment style of the strategy. Orchard also has provided supplemental information on its related holdings, statistics and performance for the Orchard US Small Cap Value Fund and may provide supplemental information on its other related strategies and composites.

Orchard has been independently verified for the periods July 1, 2007 through December 31, 2022. The verification report is available upon request. 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. Verification does not provide assurance on the accuracy of any specific performance report.

Orchard Capital Management, LLC is a registered investment advisor and a subsidiary of Orchard Value, LLC. On July 1, 2015 assets were reorganized from the holding company Orchard Value, LLC to the newly formed subsidiary Orchard Capital Management, LLC. Composite results are based on fully discretionary accounts under management. Past performance is not indicative of future results which may vary. This report is not a complete description of or recommendation to invest in the strategy. There is no assurance the strategy will be profitable, achieve its objectives, be suitable for you, or not incur losses. Some of the information herein has been obtained from third party sources. We believe such information is reliable, however we have not in each case verified its accuracy or completeness. Any opinions herein are as of the date of this report and are subject to change without notice. A list of composite descriptions and a list of broad distribution pooled funds is available upon request.

The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of management fees and include the reinvestment of all income. Net performance was calculated using actual management fees. From 4/15-7/15, there were non-fee paying accounts in this composite; the maximum fee (1%) in the fee schedule at that time was deducted from the non-fee paying accounts in the composite. The annual composite dispersion is an asset-weighted standard deviation calculated gross of fee for the accounts in the composite for the entire year. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request.

The Small Cap Value ESG Composite was created in June 2020.

This information is presented for informational purposes only and is not intended as an offer or sale of securities. Past performance is not indicative of future results, which may vary. The value of investments and the income derived from investments can go down as well as up. Like all investments, an investment with Orchard Capital Management involves the risk of loss. Investment products such as this are designed only for sophisticated investors who are able to sustain the loss of their investment. Accordingly, such investment products are not suitable for all investors. An investment with Orchard Capital Management is not subject to the same or similar regulatory requirements as mutual funds or other more regulated collective investment vehicles. Any reference to the Fund or representative portfolios is meant to be representative of the strategy but may differ from the Composite.

The information presented is confidential and intended for distribution only to the person to which such distribution has been approved by Orchard Capital Management. Any unauthorized copying, disclosure or distribution of this material is strictly forbidden.

This report contains certain information obtained from third parties. Orchard Capital believes such information to be reliable but assumes no verification obligation as to the information. The report is qualified in its entirety by the SEC Form ADV Part 2 of Orchard Capital Management, which is available from Orchard Capital Management.

Please see the full GIPS performance disclosure on the back page.



# Firm Overview

#### Firm Overview



Highly differentiated research & investment selection

Experienced investment team heavily co-invested with clients

Performance-focused team

- Orchard is a differentiated intrinsic value investor based in Chicago
  - Proprietary Research + Intrinsic Value Discipline
    - + Opportunistic Team-Driven Culture
  - Small/Mid Cap and Special Situations Focus
- ☐ The team's approach builds upon a long history of value investing.
  - History of investment performance in multiple products over 1, 3, 5, 10 year horizons
  - Core process & discipline was developed over years and refined by Orchard Team
- Orchard Capital Management is the combination of the alphadriven intrinsic value team with key private equity and operational resources
- ☐ Deep investment and industry experience within investment team
- ☐ Significant personal assets are invested along with client assets



### Organization – Senior Investment Team



#### Team is Experienced, Accomplished, Stable and Motivated

- ☐ Orchard's senior team has deep experience in investing and in board/operational strategy
- ☐ Long track record of team-based value equity management
- ☐ Equity participation for all members of the investment team.

# **Blake E. Harper**Managing Partner

- 20+ years of investment management and advisory experience. Serves as Orchard's Chief Investment Officer and has been a member of the team's investment committee since 2008.
- Previously: analyst at PaineWebber/UBS, where he covered financial, multi-industry and aerospace/defense companies. Also background at The Boston Consulting Group (BCG), where he advised large hedge funds, Fortune 1000 companies, and other financial and government institutions on strategy, corporate development and operations.
- MBA with honors from the University of Chicago, BA from Colgate University

#### **Joshua P. Fairbank** Managing Partner

- 25+ years of investment management and private equity experience
- Previously: co-founded and led the investment team at Orchard Ventures, a healthcare
  private equity fund. He is the co-founder of Akebia (NASDAQ:AKBA) a spin-out from Procter
  & Gamble and of Nymirum, a computational genetics firm, where he served as Chairman and
  President. Fairbank began his career at Frank Russell and ran an investment office at
  Raymond James.
- MBA from the University of Chicago, BA from Connecticut College
- Investor-in-Residence and Adjunct Finance Professor at the University of Chicago

#### Michael Valencia, CFA Partner

- 20+ years of investment experience, 15+ years with Orchard's team
- Previously at Northern Trust as an equity analyst and Associate Portfolio Manager on Small-Cap team
- MBA, Lake Forest Graduate School. BS, Illinois State University.



Performance & Portfolio

# YTD '23 Executive Summary



		2023 was a	volatile,	but	profitable '	vear
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Outperformed benchmark Russell 2000 Value Index and matched EEA US Small Cap Category

Orchard US Small Cap Value ESG: + 18.4 Gross (+ 17.0% Net)

Russell 2000 Value Index: + 14.6%

Category: Morningstar EEA US Small Companies: 17.1%

#### □ Portfolio Update:

- Market volatility and fundamental opportunity led to meaningful additions and subtractions from the portfolio
  - · We remain a long-term, low-turnover strategy
  - Significant volatility is driving opportunities and will throughout 2024
- Event activity picked up significantly in the 2<sup>nd</sup> half of 2022 and into 2023, splitting several companies

#### ■ Market Update

- Small caps and small value specifically remain historically inexpensive versus history
- Earnings continue to grow in the face of generational lows in valuation
- Bank crisis, inflation and recession fears are creating significant mis-pricings, but we have been picky so far, adding selectively to several new positions this should accelerate

#### ☐ ESG Update:

- Extensive investment into scoring and measurement of company fundamental and disclosure data
- Orchard expanded scoring for portfolio companies and initiated full outreach campaign in Q1

# α: Persistent Long Term Strategy Performance



Long-term performance driven by Orchard's research on small companies:

- Proprietary research
- Underfollowed areas
- Disciplined process

Note: Select Small. Cap Value Performance Benchmark, June 30, 2001 – December 2023.

The returns of the composites are compared to the historical performance of the Russell 2000 Value index only because that index is believed by the investment manager to be a widely used performance benchmark for small capitalization securities, generally. An investment with Orchard Capital Management should not be construed as an investment in a program that seeks to replicate, or correlate with, this index. Market conditions vary between the Orchard Capital Management products and this index, and this index does not include management fees and other expenses which may vary by client, as do the Orchard Capital Management Products. Further, Orchard Capital Management invests in strategies and positions that are not included in this index.



#### **Select Small Cap Value vs Benchmark**

Growth of 100 in %, July 2001 – December 2023



The GIPS Composite Report can be found at the back of presentation. Source: Orchard Capital Management, Advent, Morningstar. \*Past Performance is not indicative of future results which may vary. \*\* Index disclosure found on the back page.

<sup>\*</sup> Benchmark for SSCV is the Russell 2000 Value Total Return Index.

# α: Persistent Long Term Strategy Performance



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- Underfollowed areas
- Disciplined process

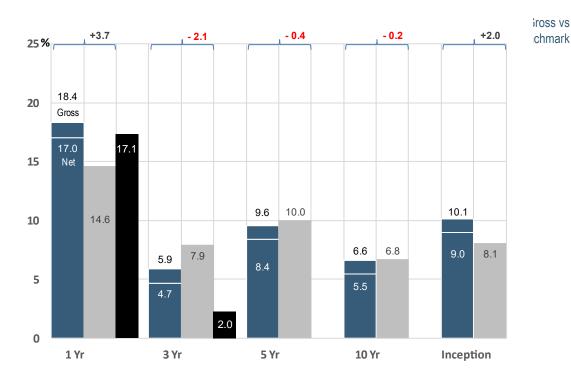
#### Note: Small Cap Value ESG vs Performance Benchmark, June 30, 2001 – December 2023.

The returns of the composites are compared to the historical performance of the Russell 2000 Value index only because that index is believed by the investment manager to be a widely used performance benchmark for small capitalization securities, generally. An investment with Orchard Capital Management should not be construed as an investment in a program that seeks to replicate, or correlate with, this index. Market conditions vary between the Orchard Capital Management products and this index, and this index does not include management fees and other expenses which may vary by client, as do the Orchard Capital Management Products. Further, Orchard Capital Management invests in strategies and positions that are not included in this index.

# ORCHARD CAPITAL MANAGEMENT

#### **Small Cap Value ESG vs Benchmark**

Annualized Returns in %, July 2001 – December 2023



Morningstar US Small Cap Category

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Index

Orchard

<sup>\*</sup> Benchmark for SSCV is the Russell 2000 Value Total Return Index. Category is Morningstar EEA Small Cap Fund Category.

# α: Fund Returns over Multiple Periods



## **Orchard Small Cap Value Fund**

#### vs US Small Cap Funds

Gross Return (Annualized > 1yr) vs Russell 2000 Value, Morningstar US Small Cap Category

Total Return %	1-Month	3-Month	YTD	1-Year	3-Year
Investment	11.67	10.17	16.99	16.99	4.66
Category	10.99	12.40	17.10	17.10	1.99
Index	12.45	15.26	14.65	14.65	7.94
Quartile Rank					
Percentile Rank	34	83	46	46	41
# of Invest. in Cat.	455	452	415	415	358

Note: Orchard US Small Cap Value Fund data is supplemental to the Composite performance data.. Data as of December 2023. Source: Morningstar.

<sup>\*</sup> Benchmark for US SCV is the Russell 2000 Value Total Return Index. Category is Morningstar Small Value Sep Acct/CIT for Separate Accounts or US Small Cap for European Fund

The above graphs are supplemental to the GIPS Composite Report found on the back page. The returns of the composites are compared to the historical performance of the Russell 2000 Value index only because that index is believed by the investment manager to be a widely used performance benchmark for small capitalization securities, generally. An investment with Orchard Capital Management should not be construed as an investment in a program that seeks to replicate, or correlate with, this index. Market conditions vary between the Orchard Capital Management products and this index, and this index does not include management fees and other expenses which may vary by client, as do the Orchard Capital Management Products. Further, Orchard Capital Management invests in strategies and positions that are not included in this index.

# $\delta$ : Portfolio Holdings by Sector



Health care weight has increased in past year.

Industrials overweight driven by varied single-name opportunities across endmarkets

Financials weight has decreased, primarily from sales of bank positions

# Financials weight balanced by underweight in Real Estate, Technology

Note: Fund Holdings vs Benchmark as of December 2023.

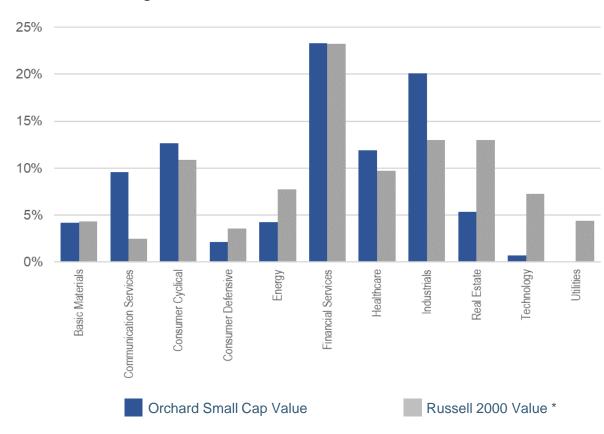
\* Benchmark for SCV ESG is the Russell 2000 Value Total Return Index. Weights expressed according to Morningstar Category. Weights base upon representative portfolio.

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#### **Orchard Small Cap Value vs Benchmark**

Portfolio Weights in %, December 2023



The GIPS Composite Report can be found at the back of presentation. Source: Orchard Capital Management, Advent, Morningstar. \*Past Performance is not indicative of future results which may vary. \*\* Index disclosure found on the back page.

# η: Portfolio Characteristics



# Orchard's Factor Profile is Consistent Over Time

Orchard Factor Profile vs EEA US Small Cap Funds

Factor Profile 1-Yr 3-Yr 5-Yr vs. Category % v

Style	Yield	Momentum	Quality	Volatility	Liquidity	Size
Growth	High	High	High	High	High	Large
					•	
	•					•
Value	Low	Low	Low	Low	Low	Small

# Strategy Remains Small & Value-Leaning vs Category

Orchard Fundamental Profile vs EEA US Small Cap Funds

Value & Growth Measures	Investment	Cat. Average	Index
Price/Earnings	10.71	18.13	12.05
Price/Book	1.66	2.60	1.23
Price/Sales	0.81	1.65	0.86
Price/Cash Flow	6.41	11.64	4.88
Dividend Yield %	1.11	1.21	2.81
Long-Term Earnings %	12.78	10.94	11.46
Historical Earnings %	-1.87	19.42	14.20
Sales Growth %	6.52	12.90	9.79

\* Benchmark for SCV ESG is the Russell 2000 Value Total Return Index. Category is Morningstar Small Value Sep Acct/CIT for Separate Accounts or EEA US Small Cap for Fund

Orchard US Small Cap Value USD Instl 1

 <sup>5-</sup>Yr Historical Range

<sup>-</sup> Category Average

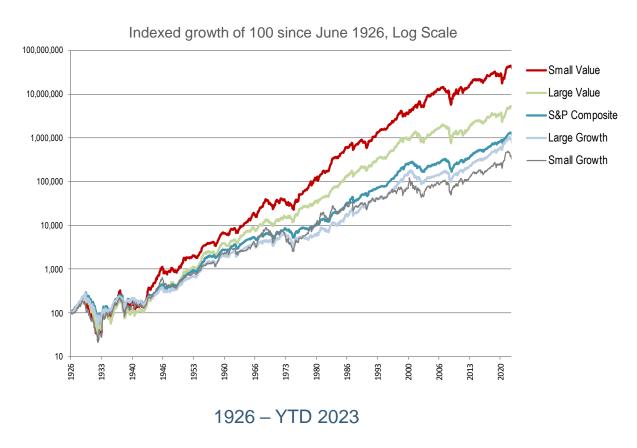


Market / Valuation / Opportunity

# Small & Value Stocks Have Outperformed Long Term



#### Small + Value



Note: Style and S&P returns data were created using the May 2023 CRSP database by Professor Kenneth French (Style) and Professor Robert Schiller (S&P). The portfolios are constructed at the end of June each year. Firms with negative BE are not included in any portfolio. Source: Kenneth French & Dartmouth College, Robert Schiller & Yale University, PSN, Morningstar, Advent, Custodian Data.

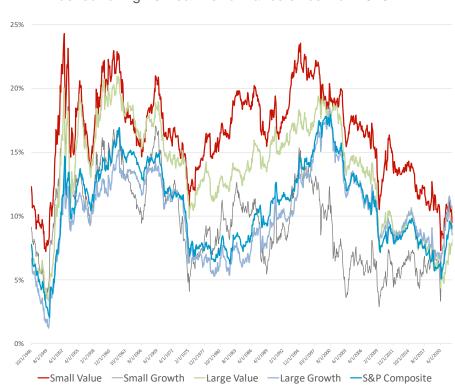
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# Long-Term Return Premium Persistent Until 2022



# 20 Year Rolling Performance has Persisted until 2022

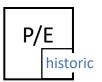
Indexed rolling 20 Year Performance since Nov 1926



#### **Valuation is Relatively Low**

Current P/E vs Long Term Average

	Value	Blend	Growth
Large	16.0 15.5	22.0	32.6
Small	<b>8.5</b> 15.0	11.5	19.6



	Value	Blend	Growth
Large	105%	123%	145%
Small	60%	68%	92%

PE % of historic

Oct 2003 - 2023

Note: Style and S&P returns data were created using the November 2022 CRSP database by Professor Kenneth French (Style) and Professor Robert Schiller (S&P). P/E and valuation and change in multiples are based upon 20-year Morningstar P/E fundamental characteristics data of index-based fund holdings data. P/E and valuation data from Morningstar, Russell Investment Group, Standard & Poor's.

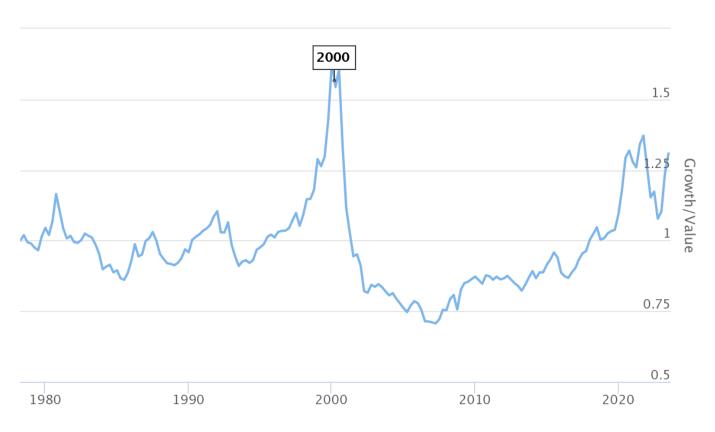
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## Long Term Trends Still Favor Small Cap Value



#### Value Multiples Remain Historically Undervalued vs Growth

Wilshire Growth vs Value Multiple, April 1978 – August 2023



Note: Style and Multiple data from Wilshire Associates. The above graphs are supplemental to the GIPS Composite Report found on the back page. An investment

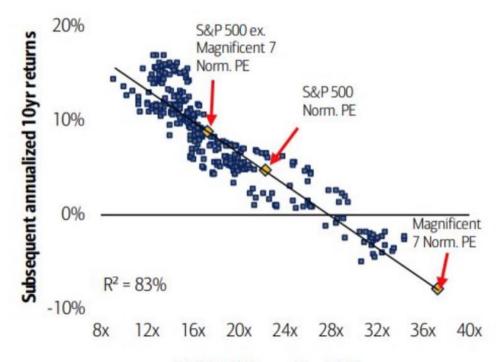
with Orchard Capital Management should not be construed as an investment in a program that seeks to replicate, or correlate with, this index. Market conditions vary between the Orchard Capital Management products and this index, and this index does not include management fees and other expenses which may vary by client, as do the Orchard Capital Management Products. Further, Orchard Capital Management invests in strategies and positions that are not included in this index.

## Valuation Explains 80% of Large Cap Returns Since '87



#### Large Cap Returns vs P/E

S&P 500 normalized P/E vs. subsequent annualized returns (since 1987, forecasts as of 11/17/23)



S&P 500 Normalized P/E

## Long Term Trends Still Favor Small Cap Value



#### Long Term Total Returns by Investment Style

50 Year Annualized Returns, 1973-2023 YTD

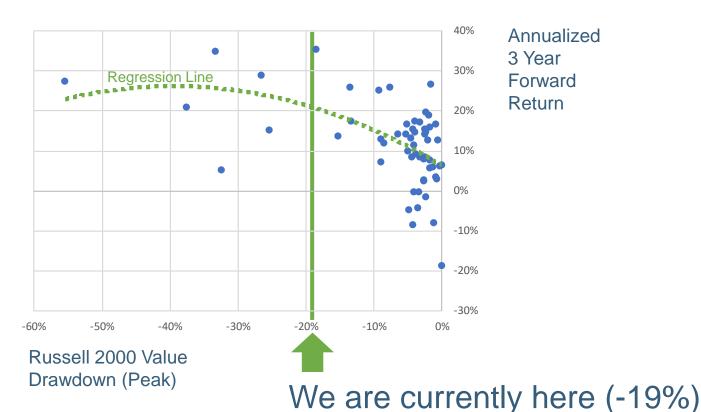
	Value	Neutral	Growth
Large	12.1%	11.2%	10.7%
Small	15.1%	14.1%	8.7%

Note: Style valuation and returns were created using data from the Ken French Data Library. The above graphs are supplemental to the GIPS Composite Report found on the back page. An investment with Orchard Capital Management should not be construed as an investment in a program that seeks to replicate, or correlate with, this index. Market conditions vary between the Orchard Capital Management products and this index, and this index does not include management fees and other expenses which may vary by client, as do the Orchard Capital Management Products. Further, Orchard Capital Management invests in strategies and positions that are not included in this index.

# Historically Significant Drawdowns in Small Cap Value Often Rebound Significantly

#### Drawdown vs Annualized 3 Yr Forward Returns

Russell 2000 Value 1978-2023, 59 Events



Source: Bloomberg

<sup>\*</sup> Benchmark: Russell 2000 Value Total Return Index. Category is Morningstar Small Value Sep Acct/CIT for Separate Accounts or US Small Cap for European Fund

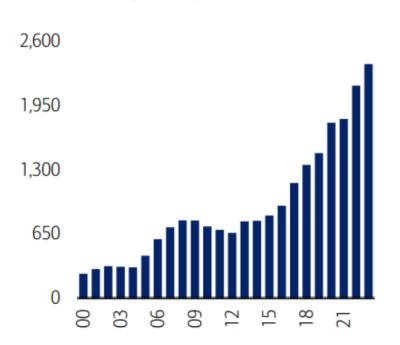
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# Fundamental Setup Supported by Private Markets



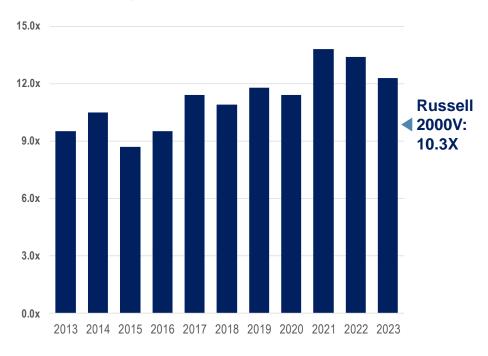
# Private Equity Dry Powder At Record Highs ...

Private Equity Fund Dry Powder in USD \$ Billions



# ...while Buyer Multiples Remain Historically High...

US Private Equity Transaction Median EV/EBITDA Multiple



Russell 2000 Value Multiple Has Dropped Over Same Period



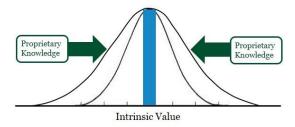
Investment Philosophy & Process

#### Investment Process > Proprietary Knowledge



#### □ Intrinsic Value

- Evaluate any "hidden assets" and other nonfinancial considerations
- Project the best possible estimate of intrinsic value



#### □ Catalyst Analysis

- Identify catalyst for value recognition
- Project time frame to realization

#### □ Risk Evaluation

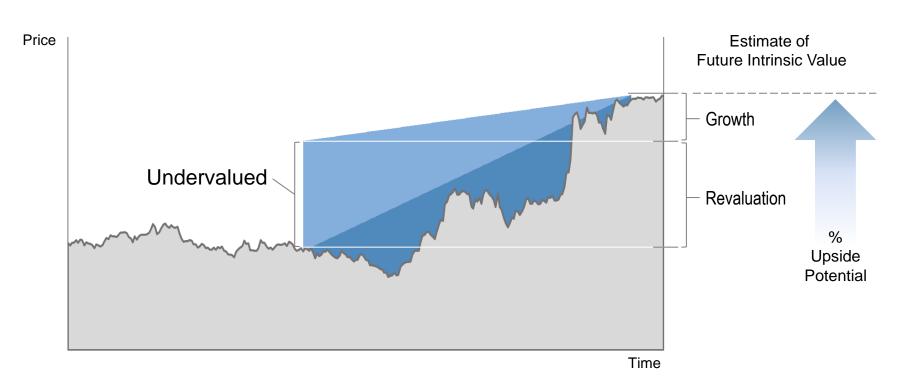
- Utilize the appropriate discount rate for each stock
- □ Calculate Annualized Expected Return

#### Investment Process ➤ Intrinsic Value Discount



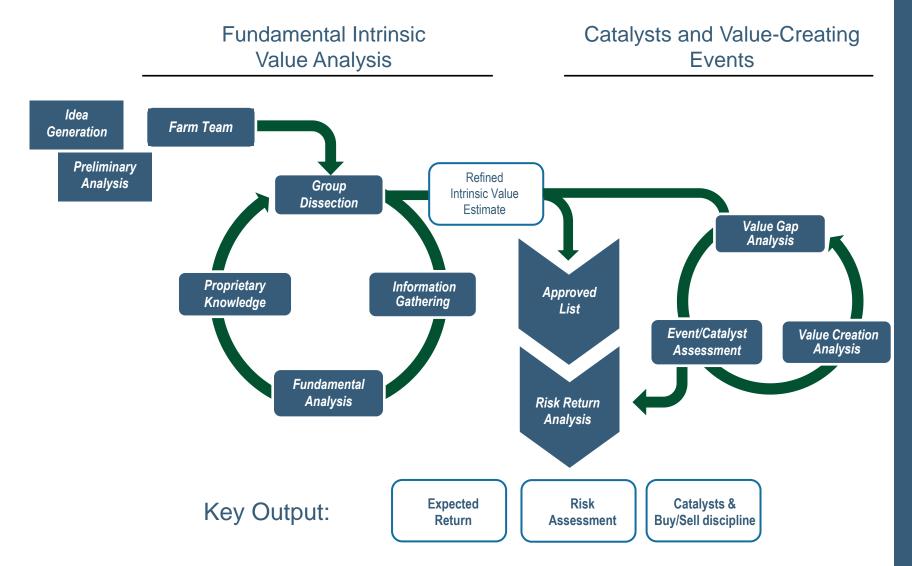
#### Illustration:





## Full Investment Research Process

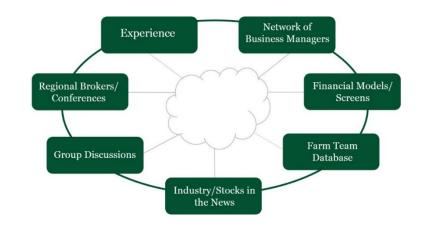




#### Investment Process > Idea Generation







**Analyst's Interest List** 

**Qualitative Screens** 

# Initial Analysis

# Valuation Metrics Secure Capital Structure High Return on Capital Change in Fundamentals Opportunistic Themes Preliminary Estimates Intrinsic Time Frame Annualized Value to Catalyst Expected Return

Farm Team

**Investment Prospects** 

**Quantitative Screens** 

# Fundamental Research & Analysis: Core Themes



Orchard views researchdriven strategic and fundamental analysis as a core source of value

Product, competitive and management assessment drive differentiation in small cap investing.
Proprietary knowledge creates our 1st source of advantage

#### Competitive Niche

Product's Proprietary Advantage & Key Assets



- Why does it exist?
- Life cycle trends, longevity
- Internal & external influences
- Competition and threats



#### Management

Tenure, Track Record and Historical Allocation of Capital

- Articulation of Strategy
- ROI and Capital Discipline
- Performance Incentives
- Track Record

Likelihood of Building Shareholder Value

#### **Financial Models**

Financial Statement Analysis



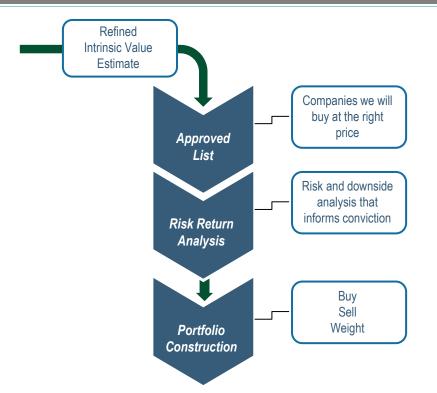
- Analyze all aspects of the business
- Understand levers that drive value
- Assess risk bankruptcy/asset value
- Build earnings, cash flow asset models

Estimate
Cash Flows
and
Financial
Value



#### Investment Process > Portfolio Construction





With a sound intrinsic value estimate, and the identification of a catalyst for future value recognition, stocks advance to our approved list.

Portfolio construction decisions occur under the following guidelines:

#### Buy

- Expected Annualized Return ≥ 20%
- Business/Product can Generate High Future Returns
- **■** Effective Management
- Presence of Catalyst for Value Realization

#### Sell

- Expected Annualized Return < 20%
- Broken Thesis
- Impaired Catalyst
- Recognized by Market

# Weight

- Expected Return
- Risk
- Conviction

## Investment Process > Risk Management



#### Risk Management overlays every step of our investment process

- □ Analyze likelihood of operating cash flow falling below fixed charges
  - Traditional Metrics Debt/Capital, Debt/EBITDA, fixed-charge coverage ratio, volatility of earnings, asset value risk
  - Proprietary Default Risk Analysis Fundamental and credit market inputs
- ☐ We pride ourselves in appropriately evaluating risk
  - Discern between real and perceived risk, operating volatility and stock volatility
  - Investments that have short-term volatility may not be risky to own long term
  - We avoid stocks with underpriced risk and are attracted to stocks with an inflated-risk discount
- ☐ Our investment process embeds a "margin of safety" into our portfolio by:
  - Understanding what we own better than the market
  - Focusing on companies with strong balance sheets and high returns on capital
  - Purchasing stocks at a meaningful discount to our estimate of intrinsic value (P/IV ratio)



ESG Update

# **ESG** Update



#### ☐ Status:

- Category: US Small Cap Value category continues to be significantly underreporting core Environmental and Social data compared to larger companies and EU companies
  - ➤ Orchard has continued to advocate for greater disclosure and transparency throughout the year at the company level
- Portfolio: reporting has improved at some companies with several companies initiating or expanding ESG reporting but progress was slow in 2022
- Team: improved granular dashboards for research and portfolio team to better measure ESG
- ESG Campaign: Orchard identified underreporting as the greatest barrier to change in the category and initiated more active engagement with companies, which expanded into a full, whole portfolio campaign focused on 1. disclosure and 2. improvement
  - Campaign scores each company with summary snapshot scores versus a fully scored industry
  - Campaign formally contacts company, shares scores and asks to engage company on scores and underlying data
  - Orchard follows up with companies, tracks scoring and disclosure changes over time
  - Orchard collaborates with data providers (Bloomberg) to advocate for additional scoring and reporting to expand reach and influence
  - Orchard uses tracked progress (or lack thereof) to advocate for other changes and empowers engagement discussions

# **Upgraded Dashboard**



#### **Porfolio EU Scoring Dashboard**

Orchard US Small Cap Value Fund Scoring vs Bloomberg Industry Group

Orchard 03 Small Cap value Fund Scoring vs Bloomberg industry Group										
	Relative Versus Ind	lustry in Russ	ell 2000 Value (	(Relative Score	color vs Ho	ldings)				
Relative: vs Industry		EU Tax	onomy: [	OO No Ha	ırm Scor	ing				
	Average DNSH	Mitigation	Adaptation	Water	Waste	Biodiversity	Polution			
	+4.8	+8.3	+4.1	+6.5	+4.2	+5.5	+0.3			
AMERIS BANCORP	-16.4	-11.3	-4.4	-14.0	-31.1	-17.0	-20.5			
ARCOSA INC	-9.9	-14.1	-11.7	-9.1	-6.8	-10.9	-6.8			
ARCBEST CORP	16.0	37.2	17.0	18.7	19.9	-3.1	6.3			
ARDELYX INC	3.4	1.4	-0.2	3.2	6.3	3.8	5.8			
AXOS FINANCIAL INC	4.4	-0.2	9.9	2.7	6.4	3.0	4.5			
PATHWARD FINANCIAL INC	-16.4	-11.3	-4.4	-14.0	-31.1	-17.0	-20.5			
CENTRAL GARDEN & PET CO	2.8	-3.7	-2.4	2.8	4.2	3.3	12.5			
CENTURY CASINOS INC	0.7	-1.9	-3.7	-0.7	6.5	-2.6	6.5			
CRITEO SA-SPON ADR	23.4	73.3	28.6	0.0	17.5	16.0	5.0			
DIGITALBRIDGE GROUP INC	-21.0	-16.2	-15.6	-19.7	-34.1	-20.0	-20.5			
ENHABIT INC	2.1	-9.2	-3.4	-5.9	12.5	15.3	2.9			
ENCOMPASS HEALTH CORP	2.1	-9.2	-3.4	-5.9	12.5	15.3	2.9			
ENOVA INTERNATIONAL INC	-2.5	-6.1	-7.9	-2.1	-0.8	-0.4	2.1			
89BIO INC	0.0	0.0	0.0	0.0	0.0	0.0	0.0			
FRANKLIN BSP REALTY TRUST IN	-0.2	-6.1	6.4	-2.1	-0.8	-0.4	2.1			
FIRST FOUNDATION INC	2.0	-0.2	-4.4	2.7	6.4	3.0	4.5			
FTAI INFRASTRUCTURE INC	0.0	0.0	0.0	0.0	0.0	0.0	0.0			
FTAI AVIATION LTD	33.3	47.2	32.1	47.9	14.2	51.6	7.1			
GREENLIGHT CAPITAL RE LTD-A	12.0	14.4	3.2	15.4	15.3	20.0	3.7			
HERON THERAPEUTICS INC	3.4	1.4	-0.2	3.2	6.3	3.8	5.8			
IDT CORP-CLASS B	-0.2	-5.1	-1.3	-3.0	3.4	0.0	4.5			
LIONS GATE ENTERTAINMENT-A	0.0	0.0		0.0	0.0	0.0	0.0			
MUELLER WATER PRODUCTS INC-A	31.4	51.2	9.5	47.2	29.2	44.4	6.9			
NI HOLDINGS INC	-0.4	3.3	-11.1	-1.2	2.8	0.0	3.7			
OMNIAB INC	0.1	-5.6		1.8	4.0	-2.9	5.4			
REVOLVE GROUP INC	13.9	6.3	6.1	11.9	26.8	14.3	17.9			
SHYFT GROUP INC/THE	0.0	0.0		0.0	0.0		0.0			
STANDARD MOTOR PRODS	15.9	25.0	32.1	35.4	9.4	0.0	-6.3			
SOLARIS OILFIELD INFRAST-A	-28.3	-29.2		-8.8	-39.5	-41.1	-28.9			
SUMMIT MATERIALS INC -CL A	13.7	22.2		25.0	12.5		12.5			
BANCORP INC/THE	4.4	-0.2	9.9	2.7	6.4	3.0	4.5			
TRINITY INDUSTRIES INC	22.3	35.2		11.1	20.8	20.0	8.3			
TRIMAS CORP	6.9	-11.1	10.2	11.9	19.6		-3.6			
VERSABANK	23.1	45.7	34.3	15.0	11.9	12.0	19.5			
VIASAT INC	22.2	30.1	-4.2	21.5	34.9		11.5			
GARRETT MOTION INC	-3.8	13.9	-25.0	35.4	-15.6		-31.3			
		70.00				0.0				

#### **How We Use the Tools**

- Portfolio dashboard scores portfolio and prospective holdings on multiple categories
  - Summary ESG measures
  - EU Taxonomy DNHS and PAIs
  - Other factors
- Orchard gathers underlying component scores to determine accuracy and disclosure
- Industry and portfolio is now mostly scored BUT uses fragmented data
  - < 9% of 33 Environmental measures in 36 stock portfolio
  - Key goal is still disclosure
- Orchard scores entire index on key measures to compare companies on disclosure and ESG

## **ESG** Campaign



#### **Example Campaign Email**



#### **ESG Outreach Orchard Capital**

1 message

Orchard Research <research@orchardinvestments.com>

Fri, Dec 2, 2022 at 1:21 PM

10: \_\_\_\_\_n

Bcc: bh@orchardinvestments.com

Dear Friederike,

Orchard Capital Management, through affiliated funds and accounts, is a significant shareholder of Central Garden & Pet would like to speak with you on several subjects including your Environmental, Social and Governance policies and disclosures. For each of our portfolio companies, we have sourced third party scoring on both ESG disclosure and general ESG scoring. In addition our firm has gathered more granular data on firms and competitors in attempt to better understand:

- · How each firm, its industry and its competitors report and are scored
- Progress in ESG efforts and in disclosure of key ESG criteria
- · How these measures change or will change over time

There are significant recent changes in how large pools of global capital commit to investment using the ESG lens. We expect a continued evolution in these changes in the near and medium term but even now it is impacting how these capital pools invest in companies in the US. In addition to supporting ESG efforts, Orchard has built scoring frameworks for each portfolio company and prospective company in our universe. We have also created a simplified dashboard for each company, which is usually the best place to start.

We have recently scored your company and have attached our dashboard. While improvement in key areas is a goal, transparency and awareness are also important components of this effort. We have scored companies in a way that points to 1. the broad scores from outside services, 2. Disclosure scores and 3. Scoring recently introduced by EU directive that we expect to be increasingly influential in 2023. We would like to set up some time to catch up with you and would be happy to set aside some time to explain more of the scoring and our expectations for its continuing importance. We view this as a collaboration with our companies and hope to provide information to help your firm remain attractive to large pools of investments and the liquidity, pricing and awareness that comes with it.

We would like to set up some time to catch up with you and would be happy to set aside some time to explain more of the scoring and our expectations for its continuing importance. We view this as a collaboration with our companies and hope to provide information to help your firm remain attractive to large pools of investments and the liquidity, pricing and awareness that comes with it.

Best Regards.

The Team at Orchard Capital Management



400 North Michigan Avenue | Suite 560 | Chicago, IL 60611

e: search@orchardinvedstments.com | w: (312) 628 - 6700

#### **Example Shared Snapshot**

ORCHARD CAPITAL MA	ANAGEMENT						
ESG Snapshot	+						
-				T		- ,	_
<u>Year</u> 2021	Portfolio Sed		-	<u>Ticker</u> CENT		Exchange US	Eq :
Central Garden &		quity		CENT		US	CENTEG
Central Garden &	Pet Co						
Description							
Central Garden & Pet Company r pottery, and other outdoor produc							
	1340 Treat Blvd Suite 600	Walnut Cree	ek, CA				
Address:	94597 United States				Sector	Data for 0	Comparisons
Telephone:	1-925-948-4000				Sector:	Consumer	Staples
Website	www.central.com			In	d Group:	Consumer	Staple Products
CEO:	Timothy P Cofer "Tim			1	ndustry:	Household	Products
CFO:	Nicholas Lahanas "N	iko"			Sub Ind:	Home Prod	lucts
ESG Summary Scores						Trend:	
Most Recent Bloomberg Score	Score	e (1-10)	21	Percentile		'19 '20 '21	
BESG Environmental Pillar Score		-		-			-
BESG Social Pillar Score		0.2		-		╩╬	<u> </u>
BESG Governance Pillar Score		6.5		75			_
Most Recent Other Score		Score	Risk	Category	Controve	rsy Level	
MSCI		N.S.					
Sustainalytics				N.S.			
S&P		11.0					
ESG Disclosure Scores	Overall:		mer Staple				
Most Recent Bloomberg Score	Co	mpany	Ind G	roup Avg			_
ESG Disclosure Score		29.9		41	- 10.7		vs Comps
Environmental Disclosure Score		-		18			vs Comps
Social Disclosure Score Governance Disclosure Score		15.8 73.6		19 85	- 3.1		vs Comps
Governance Disclosure Score		13.6		85	- 11.0	Lagging	vs Comps
EU Taxonomy Do No Harm	Scoring		mpany		ehold Prod		
Most Recent Bloomberg Score	Deserved	<u>2020</u>	2021	Inc	dustry Avg	<u>+/-</u>	
EU Taxonomy Estimated Eligible Revenu EU Taxonomy Estimated SC Revenue P		-	-				
Average of Do Not Harm Scoring	ercent	20	20		10.0	+ 1.9	Leading vs Co
EU Taxonomy Estimated DNSH Mitigation	on Lovel 1	11	11		14.8		Lagging vs Co
EU Taxonomy Estimated DNSH Adaptat		14	14		16.7		Lagging vs Co
		17	17		13.9		Leading vs Co
ELL Tayonomy Estimated DNCU Water I		11	11		13.3	7 2.0	Leading vs CO
EU Taxonomy Estimated DNSH Water L		38	38		32.2	+ 42	Leading vs Co
EU Taxonomy Estimated DNSH Water L EU Taxonomy Estimated DNSH Waste L EU Taxonomy Estimated DNSH Pollution	evel 1	38 20	38 20		33.3 16.7		Leading vs Co Leading vs Co

## Summary



- ☐ Attentively manage a consistent, repeatable investment process
- ☐ Experienced, accomplished, stable and motivated team
- ☐ Long history of performance
- ☐ Client interests are aligned with owners' who invest alongside them

We welcome the opportunity to work with you



$\overline{}$	_	_	$\overline{}$	_	_		$\overline{}$	_	$\overline{}$	$\overline{}$	_		
2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	31-Dec	Year Ended	
56.79%	-0.66%	-7.94%	47.75%	11.38%	-20.34%	21.17%	9.94%	26.78%	-20.91%	18.35%	Of Return	Rate	Gross
55.26%	-1.66%	-8.86%	46.29%	10.27%	-21.13%	20.00%	8.73%	25.34%	-21.81%	17.01%	Of Return	Net Rate	
34.50%	4.22%	-7.47%	31.74%	7.84%	-12.86%	22.39%	4.66%	28.26%	-14.48%	14.64%	2000 Value	of Russell	Benchmark Return
≤5	≤5	≤5	≤5	≤5	≤5	≤5	≤5	≤5	≤5	≤5	Portfolios	of	Number
\$10.0	\$ 9.3	\$2.75	\$4.05	\$4.46	\$3.52	\$4.23	\$229.67	\$358.73	\$301.30	\$316.92	Assets (millions)Assets (millions)	Composite	
\$59.9	\$51.4	\$68.3	\$90.0	\$87.2	\$85.6	\$96.6	\$268.7	\$416.9	\$356.4	\$371.7	Assets (millions)	Total GIPS Firm	
N/A¹	N/A¹	N/A¹	N/A¹	N/A¹	N/A¹	N/A1	N/A¹	N/A1	N/A¹	N/A1	Standard Deviation)	Returns (\$ Wtd.	Dispersion of Annual
18.22%	14.26%	14.94%	17.56%	17.58%	19.03%	18.65%	29.03%	27.70%	28.76%	21.73%	(Standard Deviation)(1)	Annual Returns	3-Yr Dispersion of
15.82%	12.79%	13.46%	15.50%	13.97%	15.76%	15.68%	26.12%	25.00%	27.27%	21.75%	(Standard Deviation)	Russell 2000 Value	3-Yr Dispersion

statistically meaningful due to an insufficient number of portfolios in the composite for an entire year (1) 3 Year standard deviation is gross of fees, which does not incorporate deduction of management fees and other expenses which vary by client. (2) Inception date is June 30, 2001. N/A1. Information is not

Gross Rate Net Rate 23 Of Return Of Return 2 18.35% 17.01% 9.59% 8.39%						ı
Net Rate Of Return 17.01% 8.39%	10-Year	5-Year	1-Year	As of 12/31/23		
0, 13 ()	2003 8	9.59%	18.35%	Of Return	Gross Rate	
Russell 2000 Value 14.64% 10.00%	5 40%	8.39%	17.01%	Of Return	Net Rate	
	6 76%	10.00%	14.64%	2000 Value	Russell	

Performance is annualized for periods greater than 1 year.

# Small Cap Value ESG Performance Disclosure

Russell 2000 companies with lower price-to-book ratios and lower forecasted growth values our estimate of intrinsic value while integrating ESG considerations and guidelines into the security selection and company engagement process. For comparison purposes, the composite is measured against the Russell 2000 Value Index. The Russell 2000 Value Index is a subset of the Russell 2000 Index. The Russell 2000 Value measures the performance of those estimates of intrinsic value. Orchard Small Cap Value ESG seeks a long-term, above-average absolute retum by investing in a portfolio of small-capitalization companies at a discount to Orchard Small Cap Value ESG Composite contains fully discretionary investments invested primarily in a portfolio North American of small-cap companies purchased at a discount to our

- property of MSCI, Inc. and Standard & Poors Financial Services LLC (S&P). GICS is a service mark of MSCI and S&P Sector classifications are generally determined by referencing the Global Industry Classification Standard (GICS®) and exclude cash. GICS was developed by and/or is the exclusive
- Capital Management Products. Further, Orchard Capital Management may invest in strategies and positions that are not included in this index securities. An investment with Orchard Capital Management should not be construed as an investment in a program that seeks to replicate, or correlate with, this index. Market conditions vary between the Orchard Capital Management products and this index, and this index does not include any transaction costs, management fees and other expenses, as do the Orchard \*\* The returns of the Small Cap Value ESG composite are compared to the historical performance of the Russell 2000 Value Index as it is a widely used benchmark for small capitalization
- typically own. The style and size divisions reflect those used in the Morningstar investment style box: value, blend, or growth style and small, medium, or large median market capitalization \*\*\* Based on their investment style over the past three years, Momingstar categorizes funds with at least 70% of assets in domestic stocks, based on the style and size of the stocks they

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 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 GIPS standards. Orchard has been independently verified for the periods July 1, 2007 through December 31, 2022. The verification report is available upon request. A firm that claims Orchard Capital Management, LLC, claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the

descriptions and a list of broad distribution pooled funds is available upon request we have not in each case verified its accuracy or completeness. Any opinions herein are as of the date of this report and are subject to change without notice. A list of composite Value, LLC to the newly formed subsidiary Orchard Capital Management, LLC. Composite results are based on fully discretionary accounts under management. Past performance is not indicative of future results which may vary. This report is not a complete description of or recommendation to invest in the strategy. There is no assurance the strategy will be profitable, achieve its objectives, be suitable for you, or not incur losses. Some of the information herein has been obtained from third party sources. We believe such information is reliable, however Orchard Capital Management, LLC is a registered investment advisor and a subsidiary of Orchard Value, LLC. On July 1, 2015 assets were reorganized from the holding company Orchard

entire year. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request the non-fee paying accounts in the composite. The annual composite dispersion is an asset-weighted standard deviation calculated gross of fee for the accounts in the composite for the calculated using actual management fees. From 4/15-7/15, there were non-fee paying accounts in this composite; the maximum fee (1%) in the fee schedule at that time was deducted from The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of management fees and include the reinvestment of all income. Net performance was

The Small Cap Value ESG Composite was created in June 2020.

all investors. An investment with Orchard Capital Management is not subject to the same or similar regulatory requirements as mutual funds or other more regulated collective investment This information is presented for informational purposes only and is not intended as an offer or sale of securities. Past performance is not indicative of future results, which may vary. The value of investments and the income derived from investments can go down as well as up. Like all investments, an investment with Orchard Capital Management involves the risk of loss, investment products such as this are designed only for sophisticated investors who are able to sustain the loss of their investment. Accordingly, such investment products are not suitable for

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expense ratio for the institutional share class is 1.15% and the total expense ratio for the retail share class if 1.70% The minimum account size for this composite is \$200,000. The management fee is an annual rate billed on a quarterly basis and is as follows: 1.5% on the first \$1 million; 1.25% on the next \$5 million; 1.00% on the next \$50 million, and .90% thereafter. Actual investment advisory fees incurred by clients may vary. The composite includes a fund with two share classes. The total

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Appendix

# Underperformance Historically Rebounds Strongly



# Total Returns After Underperformance Small vs Large Performance

	Length	Small Cap	<u>s</u>	Large Cap	s	Relative Perfor	mance	1Yr Subs Relati	ve Perf	3Yr Subs Relati	ve Perf	5Yr Subs Relati	ve Perf
Period	(In Years)	Cumulative An	nualized	Cumulative An	nualized	Cumulative Ar	nualized	Cumulative An	nualized	Cumulative An	nualized	Cumulative An	nualized
Jan. 1926 to May 1932	6.3	-81.8	-23.6	-52.6	-11.1	-61.6	-14.0	82.2	82.2	65.5	18.3	144.7	19.6
Feb. 1937 to June 1939	2.3	-48.1	-24.5	-27.7	-13.0	-28.2	-13.2	8.8	8.8	26.2	8.1	81.2	12.6
May 1946 to June 1949	3.1	-35.4	-13.2	-12.6	-4.3	-26.1	-9.3	2.7	2.7	1.6	0.5	-4.6	-0.9
Dec. 1968 to Dec. 1973	5.0	-41.5	-10.2	11.8	2.3	-47.7	-12.2	2.2	2.2	51.1	14.8	112.2	16.2
July 1983 to Oct. 1990	7.3	35.9	4.3	149.3	13.4	-45.5	-8.0	22.2	22.2	40.6	12.0	27.0	4.9
Feb. 1994 to Mar. 1999	5.1	79.1	12.1	219.0	25.6	-43.9	-10.7	23.9	23.9	63.9	17.9	98.3	14.7
Feb. 2014 to Jan. 2016	1.9	-14.4	-7.8	7.3	3.7	-20.2	-11.1	13.3	13.3	5.2	1.7	7.8	1.5
Dec. 2016 to Sept. 23?	6.7	49.8	6.2	119.8	12.4	-31.9	-5.5	?	?	?	?	?	?
Average (Excludes Current)	4.4	-15.2	-9.0	42.1	2.4	-39.0	-11.2	22.2	22.2	36.3	10.5	66.7	9.8

Source: Center for Research in Security Prices (CRSP®), The University of Chicago Booth School of Business; Jefferies





## Higher Inflation, Declining Trend Attractive of Small Caps



#### **Returns In Different Inflation Scenarios**

Russell Index Performance by CPI Regime

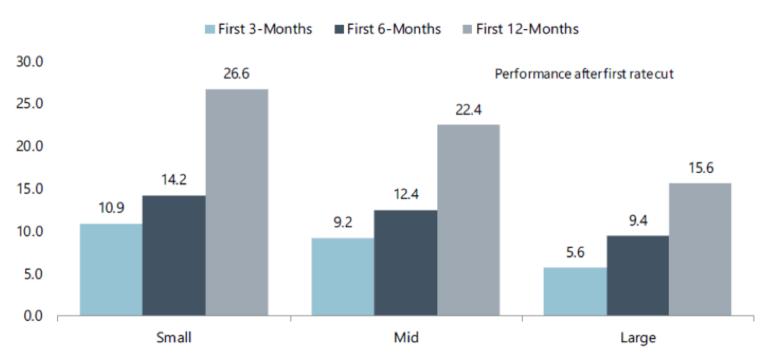
	Annual Return			3Y Returns Annualized			5Y Returns Annualized		
	Large	Mid	Small	Large	Mid	Small	Large	Mid	Small
CPI >3	8.5	10.2	10.4	9.0	11.4	11.6	10.3	12.7	13.0
CPI <3	16.1	17.5	19.0	13.7	14.2	14.9	12.0	12.6	13.1
CPI >3, Rising This Year	3.1	2.5	1.7	8.9	11.1	10.9	8.7	11.0	11.1
CPI > 3, Declining This Year	19.1	25.9	28.5	8.5	11.3	12.5	12.4	15.3	16.3
CPI <3, Rising This Year	14.0	15.7	16.8	12.5	13.5	14.9	11.4	12.4	13.5
CPI <3, Declining This Year	17.7	18.8	20.7	14.6	14.7	14.8	12.5	12.7	12.7
Overall	12.7	14.3	15.2	11.6	12.9	13.4	11.2	12.6	13.0

Source: FactSet; FTSE Russell; Center for Research in Security Prices (CRSP®), The University of Chicago Booth School of Business; Jefferies \*Small represented by Russell 2000, Mid by Russell Midcap, Large by Russell 1000

### Performance Following Fed Rate Cuts



#### Returns by Cap Size After 1st Fed Rate Cut



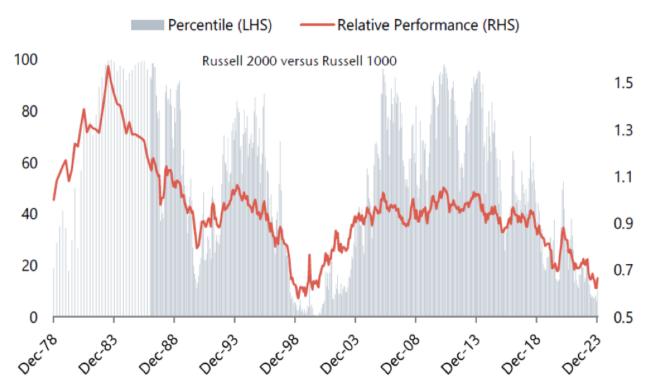
Note: Used Fed Funds from 1954 until 1963, then used the Discount rate from 1963 until 1994 and Fed Funds rate after that.

Source: Federal Reserve Board; Haver Analytics; Center for Research in Security Prices (CRSP®), The University of Chicago Booth School of Business; Jefferies

## Relative Valuation and Performance at Historical Extremes



#### Russell Large vs Small



Source: FactSet; FTSE Russell; Jefferies

#### Relative Valuation and Performance at Historical Extremes



#### Valuation Russell Large vs Small

Relative Forward P/E: Russell 2000 vs Russell 1000, 1985-10/31/2023

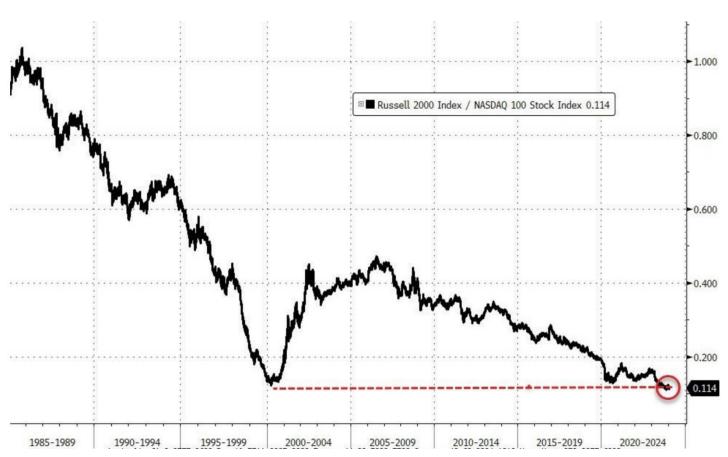


Source: BofA US Equity & Quant Strategy, FactSet

## Relative Valuation and Performance at Historical Extremes



#### Russell 2000 vs Nasdaq 100



The above graphs are supplemental to the GIPS Composite Report found on the back page. An investment

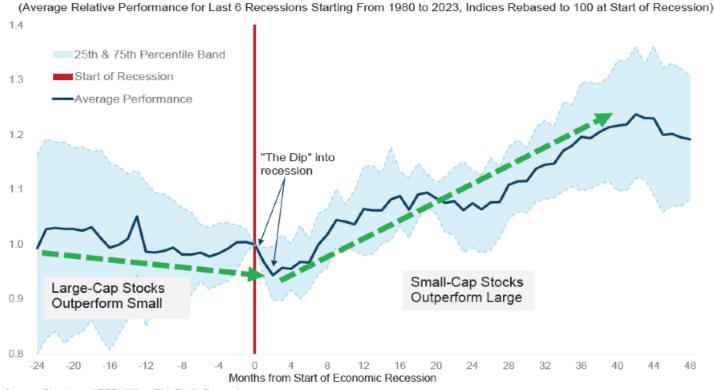
with Orchard Capital Management should not be construed as an investment in a program that seeks to replicate, or correlate with, this index. Market conditions vary between the Orchard Capital Management products and this index, and this index does not include management fees and other expenses which may vary by client, as do the Orchard Capital Management Products. Further, Orchard Capital Management invests in strategies and positions that are not included in this index.

#### Relative Performance vs Recession



#### Russell 2000 vs S&P 500

Relative Performance of Russell 2000 vs S&P 500 Index Around Recessions



Sources: Bloomberg, NBER, William Blair Equity Research

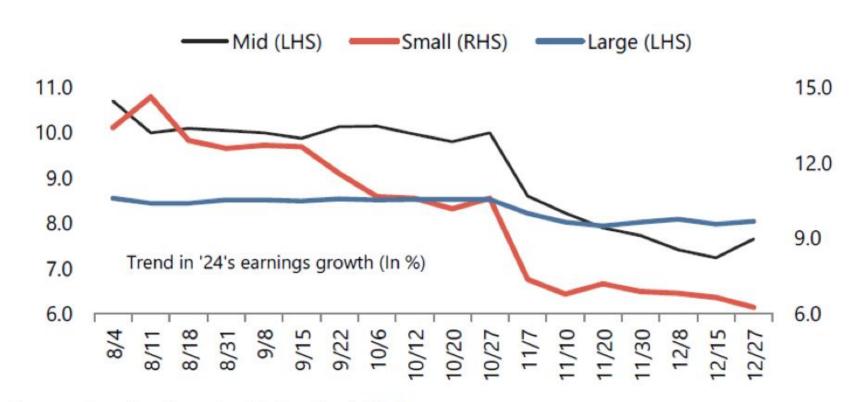
Past performance is not an indicator of future performance.

<sup>\*</sup>Small represented by Russell 2000, Large by S&P 500

### Earnings Growth Expectations have Already Fallen



#### Russell 2000 vs S&P 500



Source: FactSet; Standard & Poor's; Jefferies

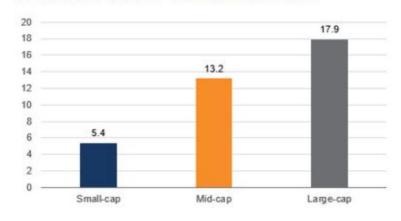
\*Small represented by Russell 2000, Mid by Russell Midcap, Large by Russell 1000

### Small Cap Universe is Inefficient, Under-Covered

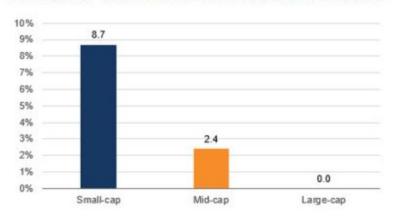


#### Research Coverage by Market Cap

#### AVERAGE NUMBER OF COVERING ANALYSTS



#### PERCENT OF COMPANIES WITH NO ANALYST COVERAGE



Source: Furey Research Partners, FactSet, as June 2023. Indices used include Large-caps- S&P 500® Index, Mid-Caps – Russell Midcap® Index, Small- Caps Russell 2000® Index, Micro-Caps – Russell Micro® Index