# HEARTLAND MID CAP VALUE FUND

March 31 2024





Overall Morningstar Rating™ as of 3/31/2024, out of 380 Midcap Value funds, based on risk-adjusted performance for investor class shares.

# Seeks long-term capital appreciation by investing in mid-cap, dividend-paying companies

# **DISTINGUISHING CHARACTERISTIC**

The Fund is designed to provide mid cap value exposure by investing in two distinct baskets of stocks (40-60 holdings), value and deep value. This approach helps potentially mitigate the risk of underperformance resulting from the inherent cyclicality of each basket and may increase the likelihood of potential consistent outperformance relative to the Russell Midcap® Value Index. A collection of rules and tools are used to construct the overall portfolio such that stock selection is the primary driver of relative performance. The narrow focus on specific catalysts that may unlock value adds discipline and consistency.

Mid-sized companies are defined as companies with a market cap range consistent with the Russell Midcap®Value Index.

# HEARTLAND'S 10 PRINCIPLES OF VALUE INVESTING™

Low Price to Earnings Low Price to Cash Flow Low Price to Book Value Value of the Company Financial Soundness

Together, these Principles drive all buy and sell decisions Catalyst for Recognition
Capable Management and Insider Ownership
Sound Business Strategy
Positive Earnings Dynamics
Positive Technical Analysis

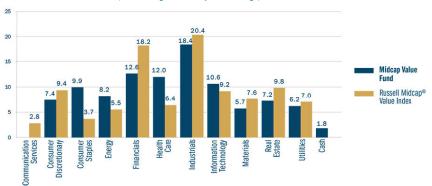
# AVERAGE ANNUAL TOTAL RETURNS (Annualized for Multi-Year Periods)

| As of March 31, 2024                   | 10 2024 | Year-To-Date | One Year | Three Year | Five Year | Since Inception |
|--|---------|--------------|----------|------------|-----------|-----------------|
| Mid Cap Value Fund Investor Class      | 5.66%   | 5.66%        | 16.22%   | 8.73%      | 11.99%    | 9.72%           |
| Mid Cap Value Fund Institutional Class | 5.70    | 5.70         | 16.55    | 9.01       | 12.25     | 10.00           |
| Russell Midcap® Value Index            | 8.23    | 8.23         | 20.40    | 6.80       | 9.94      | 8.41            |

Index Source: FactSet Research Systems Inc. and Russell®.

The inception date for the Mid Cap Value Fund is 10/31/2014 for the investor and institutional class.

# **SECTOR ALLOCATION** (Sector Weights are Subject to Change)



Source: FactSet Research Systems Inc., Heartland Advisors, Inc., and Russell\*. Market is defined as the Russell Midcap\* Value Index. Data Sourced from FactSet: Copyright 2024 FactSet Research Systems Inc, FactSet Fundamentals. All rights reserved.

# Past performance does not guarantee future results.

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An investor should consider the Fund's investment objectives, risks, and charges and expenses carefully before investing or sending money. This and other important information can be found in the Fund's prospectus. To obtain a prospectus, please call 800-432-7856 or visit heartlandadvisors.com. Please read the prospectus carefully before investing.

# PORTFOLIO MANAGEMENT TEAM AND INDUSTRY EXPERIENCE

Colin McWey, CFA - 21 yrs Troy McGlone, CFA - 15 Will Nasgovitz - 23

# **HEARTLAND MID CAP VALUE FUND**

|                        | Investor<br>Class | Institutional<br>Class |
|------------------------|-------------------|------------------------|
| Ticker                 | HRMDX             | HNMDX                  |
| CUSIP                  | 422352815         | 422352799              |
| NAV                    | \$14.55           | \$14.64                |
| Initial Investment     | 1,000             | 500,000                |
| Subsequent Investment  | 100               | 100                    |
| IRA Initial Investment | 500               | 500,000                |

#### **PORTFOLIO STATISTICS**

| Number of Holdings*                     | 51         |
|---|------------|
| Assets Under Management                 | \$653 mil. |
| Median Market Cap                       | 13.8 bil.  |
| Weighted Average Market Cap             | 21.2 bil.  |
| Net Assets in Dividend Paying Companies | 75.8%      |
| Portfolio Turnover                      | 56.7%      |
| Net Debt/Capital**                      |            |
| Mid Cap Value Fund                      | 24.3%      |
| Russell Midcap® Value Index             | 31.8%      |

# **TOP HOLDINGS**\* (% of Net Assets)

| Northern Trust Co                    | 4.58 |
|--------------------------------------|------|
| NOV Inc.                             | 4.17 |
| Quest Diagnostics, Inc.              | 3.62 |
| J B Hunt Transport Services Inc      | 3.36 |
| Centene Corporation                  | 3.28 |
| Public Storage                       | 3.16 |
| First American Financial Corporation | 3.02 |
| FirstEnergy Corp.                    | 3.02 |
| Perrigo Co. PLC                      | 2.74 |
| Leidos Holdings, Inc.                | 2.73 |
|                                      |      |

\*Portfolio holdings exclude cash equivalents. Current and future holdings are subject to change and risk. For a complete list of the Fund's portfolio securities visit heartlandadvisors.com.

\*\*Weighted average



# **HEARTLAND MID CAP VALUE FUND**

March 31, 2024

Do you have questions? Call us at 800-432-7856

#### **FIVE YEAR RISK STATISTICS**

|                             | Beta vs.<br>Market | Annualized<br>Alpha vs.<br>Market | Annualized<br>Standard<br>Deviation (%) | Sharpe<br>Ratio | Information<br>Ratio vs.<br>Market | R-Squared<br>(%) | Active<br>Share |
|-----------------------------|--------------------|-----------------------------------|---|-----------------|------------------------------------|------------------|-----------------|
| Mid Cap Value Fund          | 0.93               | 2.48                              | 20.84                                   | 0.48            | 0.40                               | 94.52            | 93.82           |
| Russell Midcap® Value Index | 1.00               | _                                 | 21.73                                   | 0.36            | _                                  | 100.00           | _               |

Source: FactSet Research Systems Inc., Heartland Advisors, Inc., and Russell." Market is defined as the Russell Midcap." Value Index. Data Sourced from FactSet: Copyright 2024 FactSet Research Systems Inc, FactSet Fundamentals. All rights reserved.

# **CALENDAR YEAR ANNUAL TOTAL RETURNS**

|  | 2023   | 2022   | 2021   | 2020  | 2019   | 2018   | 2017  |
|--|--------|--------|--------|-------|--------|--------|-------|
| Mid Cap Value Fund Investor Class      | 13.37% | -3.01% | 28.12% | 6.93% | 25.30% | -8.58% | 8.11% |
| Mid Cap Value Fund Institutional Class | 13.72  | -2.78  | 28.39  | 7.18  | 25.58  | -8.28  | 8.37  |
| Russell Midcap® Value Index            | 12.71  | -12.03 | 28.34  | 4.96  | 27.06  | -12.29 | 13.34 |

Index Source: FactSet Research Systems Inc. and Russell®.

In the prospectus dated 5/1/2023, the Net Fund Operating Expenses for the investor and institutional classes of the Mid Cap Value Fund are 1.10% and 0.85%, respectively. The Advisor has contractually agreed to waive its management fees and/or reimburse expenses of the Fund to ensure that Net Fund Operating Expenses for the Fund do not exceed 1.10% of the Fund's average net assets for the investor class shares and 0.85% for the institutional class shares, through at least 4/5/2025, and subject thereafter to annual reapproval of the agreement by the Board of Directors. Without such waiver and/or reimbursements, the Gross Fund Operating Expenses would be 1.16% for the investor class shares and 1.04% for the institutional class shares.

Past performance does not guarantee future results. Performance represents past performance; current returns may be lower or higher. The investment return and principal value will fluctuate so that an investor's shares, when redeemed, may be worth more or less than the original cost. All returns reflect reinvested dividends and capital gains distributions, but do not reflect the deduction of taxes that an investor would pay on distributions or redemptions. Subject to certain exceptions, shares of a Fund redeemed or exchanged within 10 days of purchase are subject to a 2% redemption fee. Performance does not reflect this fee, which if deducted would reduce an individual's return. To obtain performance through the most recent month end, call 800-432-7856 or visit heartlandadvisors.com.

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The Morningstar Rating<sup>™</sup> for funds, or "star rating", is calculated for managed products (including mutual funds, variable annuity and variable life subaccounts, exchange-traded funds, closed-end funds, and separate accounts) with at least a three-year history. Exchange-traded funds and open-ended mutual funds are considered a single population for comparative purposes. It is calculated based on a Morningstar Risk-Adjusted Return measure that accounts for variation in a managed product's monthly excess performance, placing more emphasis on downward variations and rewarding consistent performance. The top 10% of products in each product category receive 5 stars, the next 22.5% receive 2 stars, and the bottom 10% receive 1 star. The Overall Morningstar Rating for a managed product is derived from a weighted average of the performance figures associated with its three-, five-, and 10-year (if applicable) Morningstar Rating metrics. The weights are: 100% three-year rating for 36-59 months of total returns, 60% five-year rating/40% three-year rating for 60-119 months of total returns, and 50% 10-year rating/30% five-year rating/20% three-year rating for 120 or more months of total returns. While the 10-year overall star rating formula seems to give the most weight to the 10-year period, the most recent three-year period actually has the greatest impact because it is included in all three rating periods.

As of 3/31/2024 the Mid Cap Value Fund investor class was rated against 380, 363, and 380 U.S.-domiciled Mid-Cap Value funds over the 3-year, 5-year, and overall periods, respectively and has Morningstar's 4-star rating for 3-year, 4-star rating for 5-year, and 4-star rating for the overall periods.

Certain security valuations and forward estimates are based on Heartland Advisors' calculations. Certain outliers may be excluded. Any forecasts may not prove to be true. Economic predictions are based on estimates and are subject to change.

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 $The \ members \ of \ the \ portfolio \ management \ team \ are \ registered \ representatives \ of \ ALPS \ Distributors, Inc.$ 

# **DEFINITIONS**

**Active Share** is the percentage of a portfolio that differs from a benchmark index.

Alpha is an annual measure of a portfolio's return in excess of the market return, both adjusted for risk. It is a measure of the manager's contribution to performance due to security selection. A positive annual Alpha indicates that the portfolio outperformed the market on a risk-adjusted basis, and a negative annual Alpha indicates the portfolio did worse than the market.

**Beta** is a measure of the sensitivity of a portfolio's rates of return against those of the market. A Beta less than 1.00 indicates volatility less than that of the market.

**Information Ratio** of a manager series vs. a benchmark series is the quotient of the annualized excess return and the annualized standard deviation of excess return. The Information Ratio measures the consistency with which a manager beats a benchmark.

**Net Debt/Total Capital Ratio** of a stock is calculated as a company's interest-bearing liabilities minus cash or cash equivalents divided by its total capital, which is represented by the company's debt and shareholders' equity, and includes common stock, preferred stock, minority interest and net debt.

**R-Squared** is a statistical measure that represents the percentage of a fund or security's movements that can be explained by movements in a benchmark index.

**Sharpe Ratio** is the average return, less the risk-free return, divided by the standard deviation of return. The ratio measures the relationship of reward to risk in an investment strategy.

**Standard Deviation** is a measure of volatility of returns and is computed as the square root of the average squared deviation of the returns from the mean value of the return.

Russell Midcap® Value Index measures the performance of those Russell Midcap® Index companies with lower price-to-book ratios and lower forecasted growth characteristics.

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All indices mentioned are unmanaged. It is not possible to invest directly in an index.

# **INVESTMENT CONSIDERATIONS**

The Mid Cap Value Fund invests in a smaller number of stocks (generally 40 to 60) than the average mutual fund. The performance of these holdings generally will increase the volatility of the Fund's returns. The Fund also invests in mid-sized companies on a value basis. Mid-sized securities generally are more volatile and less liquid than those of larger companies. There can be no assurance that the Fund will grow to or maintain an economically viable size, in which case the Board of Directors may determine to liquidate the Fund. There is no assurance that dividend paying stocks will mitigate volatility. Value investments are subject to the risk that their intrinsic value may not be recognized by the broad market.

# **INVESTMENT GOAL**

The Mid Cap Value Fund seeks long-term capital appreciation and modest current income.