# HEARTLAND VALUE PLUS FUND

Invests in undervalued small-cap companies and seeks to

reduce volatility through strong balance sheets and dividends

March 31, 2024





Overall Morningstar Rating™ as of 3/31/2024, out of 457 Small Value funds, based on risk-adjusted performance for investor class shares.

## PORTFOLIO MANAGEMENT TEAM AND INDUSTRY EXPERIENCE

Andrew J. Fleming, CFA - 14 years

## DISTINGUISHING CHARACTERISTIC

The Heartland Value Plus Fund seeks long-term capital appreciation by investing in a high-conviction portfolio (40-70 holdings) of undervalued small cap stocks with strong balance sheets, the majority of which pay dividends. The Fund utilizes Heartland's 10 Principles of Value Investing™ for stock analysis along with a collection of rules and tools designed to construct the overall portfolio such that stock selection is the primary driver of relative performance. The narrow focus on specific catalysts to unlock value adds discipline and consistency.

#### 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

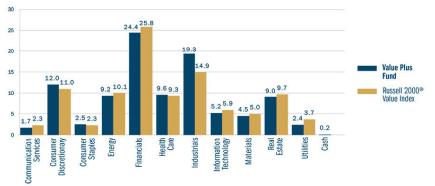
#### AVERAGE ANNUAL TOTAL RETURNS (Annualized for Multi-Year Periods)

	As of March 31, 2024	10 2024	Year-To-Date	One Year	Three Years	Five Years	Ten Years	Since Inception
	Value Plus Fund Investor Class	1.54%	1.54%	3.06%	0.59%	8.86%	5.08%	9.57%
	Value Plus Fund Institutional Class	1.61	1.61	3.33	0.83	9.11	5.32	9.71
	Russell 2000® Value Index	2.90	2.90	18.75	2.22	8.17	6.87	9.36

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

The inception date for the Value Plus Fund is 10/26/1993 for the investor class and 5/1/2008 for the 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 2000\* Value Index. Data Sourced from FactSet: Copyright 2024 FactSet Research Systems Inc, FactSet Fundamentals. All rights reserved.

### Past performance does not guarantee future results.

Sector and Industry classifications are sourced from GICS®. The Global Industry Classification Standard (GICS®) is the exclusive intellectual property of MSCI Inc. ("MSCI") and S&P Global Market Intelligence ("S&P"). Neither MSCI, S&P, their affiliates, nor any of their third party providers ("GICS Parties") makes any representations or warranties, express or implied, with respect to GICS or the results to be obtained by the use thereof, and expressly disclaim all warranties, including warranties of accuracy, completeness, merchantability and fitness for a particular purpose. The GICS Parties shall not have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of such damages.

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.

#### **HEARTLAND VALUE PLUS FUND**

	Investor Class	Institutional Class
Ticker	HRVIX	HNVIX
CUSIP	422352500	422352849
NAV	\$37.59	\$37.32
Initial Investment	1,000	500,000
Subsequent Investment	100	100
IRA Initial Investment	500	500,000

#### **PORTFOLIO STATISTICS**

Number of Holdings*	39
Assets Under Management	\$346 mil.
Median Market Cap	2.8 bil.
Weighted Average Market Cap	3.8 bil.
Net Assets in Dividend Paying Companies	79.5%
Portfolio Turnover	56.7%
Net Debt/Capital**	
Value Plus Fund	19.1%
Russell 2000® Value Index	20.3%

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

(	
Murphy Oil Corp	5.28
PotlatchDeltic Corp.	4.75
Artisan Partners Asset Management, Inc.	4.62
Texas Capital Bancshares, Inc.	4.44
Park Aerospace Corp	4.10
Seacoast Banking Corp. of Florida	4.03
The Hanover Insurance Group Inc.	3.93
Championx Corporation	3.88
Haemonetics Corporation	3.70
Mohawk Industries, Inc.	3.59

\*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.

<sup>\*\*</sup>Weighted average



Distributed by ALPS Distributors, Inc. 790 North Water Street, Suite 1200 Milwaukee, WI 53202

### **HEARTLAND VALUE PLUS FUND**

March 31, 2024

#### FIVE YEAR RISK STATISTICS (Investor Class)

	Beta vs. Market	Annualized Alpha vs. Market	Annualized Standard Deviation (%)	Sharpe Ratio	Information Ratio vs. Market	R-Squared (%)	Active Share
Value Plus Fund	0.77	2.08	20.40	0.33	0.08	87.37	95.81
Russell 2000® Value Index	1.00	_	24.70	0.25	_	100.00	_

Source: FactSet Research Systems Inc. and Russell\*. 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	
Value Plus Fund Investor Class	1.83	-4.95	24.85%	12.64%	26.02%	-13.13%	9.81%	
Value Plus Fund Institutional Class	2.11	-4.75	25.11	12.93	26.29	-12.95	10.07	
Russell 2000® Value Index	14.65	-14.48	28.27	4.63	22.39	-12.86	7.84	

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

In the prospectus dated 5/1/2023, the Gross Fund Operating Expenses for the investor and institutional class of the Value Plus Fund are 1.22% and 1.01%, respectively. The Advisor has voluntarily agreed to waive fees and/or reimburse expenses with respect to the institutional class, to the extent necessary to maintain the institutional class' "Net Annual Operating Expenses" at a ratio not to exceed 0.99% of average daily net assets. This voluntary waiver/reimbursement may be discontinued at any time. Without such waivers and/or reimbursements, total returns may have been lower.

Past performance does not guarantee future results. Performance represents past performance; current returns may be lower or higher. Performance for the institutional class shares prior to their initial offering is based on the performance of investor class shares. 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.

Information about Morningstar Ratings™ are ©2024 Morningstar, Inc. All rights reserved. The information contained herein is (1) proprietary to Morningstar and/or its content providers, (2) may not be copied or distributed, and (3) is not warranted to be accurate, complete, or timely. Neither Morningstar nor its content providers are responsible for any damages or losses arising from any use of this information. Past performance is no guarantee of future results.

The Morningstar Rating™ 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 4 stars, the next 35% receive 3 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 Value Plus Fund investor class was rated against 457,426, 335, and 457 U.S.-domiciled Small Value funds over the 3-, 5-year, 10-year, and overall periods, respectively and has Morningstar's 1-star rating for 3-, 4-star rating for 5-year, 2-star rating for 10-year, and 2-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.

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

 $\ensuremath{\mathsf{CFA}^{\circ}}$  is a registered trademark owned by the CFA Institute.

#### **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 2000° Value Index** measures the performance of those Russell 2000 companies with lower price-to-book ratios and lower forecasted growth characteristics.

Russell Investment Group is the source and owner of the trademarks, service marks and copyrights related to the Russell Indices. Russell\* is a trademark of Russell Investment Group.

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

#### **INVESTMENT CONSIDERATIONS**

The Value Plus Fund invests in small companies that are generally less liquid and more volatile than large companies. The Fund also invests in a smaller number of stocks (generally 40 to 70) than the average mutual fund. The performance of these holdings generally will increase the volatility of the Fund's returns. There is no assurance that dividened paying stocks will mitigate volatility.

#### **INVESTMENT GOAL**

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