

# Pioneer SMA

Performance Analysis and Market Commentary | March 31, 2024

## Investment Philosophy

We believe investing in attractively valued, high quality, sustainable businesses that have high or improving ESG ratings can generate competitive returns over time with reduced risk.

## Performance Review

	Month-to-Date	Quarter-to-Date	1-Year	3-Year	5-Year	10-Year
<b>Pioneer SMA (Gross)</b>	4.50%	12.13%	37.97%	12.72%	17.77%	14.11%
<b>Pioneer SMA (Net)</b>	4.24%	11.31%	33.95%	9.43%	14.34%	10.78%
<b>S&amp;P 500® Index (Benchmark)</b>	3.22%	10.56%	29.88%	11.49%	15.05%	12.96%

Performance shown is based on the Pioneer SMA composite. The percentage of composite assets represented by wrap fee portfolios is 100% beginning with the annual period ending 2022. Effective May 1, 2022, discretionary wrap fee portfolios are included in composite performance results. Each discretionary relationship is included in the composite as one account. Prior to May 1, 2022, the composite included only institutional accounts and the performance results are those of the US Large Cap Core Equity composite. Due to rounding, figures may not total 100%. Gross of fee returns are presented before management and custodial fees, but after all transaction costs. Net returns are calculated by deducting the highest anticipated applicable annual wrap fee (3.00% on all assets) applied on a monthly basis from the gross composite monthly return. Gross and net returns are calculated in the same manner using the Time-Weighted Rate of Return method. The wrap fee includes all charges, transaction costs, portfolio management fees, custody fees, and other administrative fees. Actual fees and account minimums may vary. **Past performance is no guarantee of future results.**

On July 3, 2017, Amundi Asset Management acquired Pioneer Investments (the “prior firm”, now Amundi US). Performance prior to July 3, 2017 occurred while members of the portfolio management team were affiliated with the prior firm. Such members of the portfolio management team were responsible for investment decisions at the prior firm and the decision-making process has remained intact.

## Market Review

- The S&P 500 Index (SPX) reached new all-time highs in the quarter, surging 10.56%, and marking the best start to a year since 2019. The stellar performance was due to optimism regarding economic growth, Federal Reserve (Fed) rate cuts, and artificial intelligence (AI).
- Notably, while the so-called Fabulous Four (Amazon, Meta Platforms, Microsoft, and NVIDIA) led the market higher, the remaining three stocks in the Magnificent 7\* (Alphabet, Apple, and Tesla) underperformed. Market breadth increased as the quarter progressed, with the S&P 500 Equal Weighted Index (SPW) outperforming the SPX in March. Value also outperformed growth in March, with the Russell 1000 Value Index (RLV) returning 5.00% compared with 1.76% for the Russell 1000 Growth Index (RLG).
- Ten out of the eleven Global Industry Classification Standard (GICS) sectors posted positive gains in the quarter. Communication services, energy, and information technology were the top performers while real estate was the only sector with a negative return.

\*As of March 31, 2024, the Portfolio did not own Meta Platforms or Tesla. Alphabet, Amazon, Apple, Microsoft, and NVIDIA are holdings in the Portfolio.

See glossary of frequently used terms for definitions.

Total Return	March 2024	First Quarter 2024
S&P 500® Index (SPX)	3.22%	10.56%
Russell 1000® Value Index (RLV)	5.00%	8.99%
Russell 1000® Growth Index (RLG)	1.76%	11.41%

Source: Morningstar. Data as of March 31, 2024. **Data is based on past performance, which is no guarantee of future results.** See additional index information on Page 4.

## Performance Review

- Pioneer SMA returned 12.13% (gross) and 11.31% (net), handily outperforming the 10.56% return for the SPX in the quarter.
- Consistent with our approach, the strong performance in the quarter was primarily driven by security selection, but sector allocation decisions also boosted returns. The Portfolio is focused on companies that are poised to benefit from long-term secular trends, which we believe will drive market performance in the future. Currently, our key areas of focus are AI, infrastructure, and the transition to green energy. These themes were instrumental in driving our results in the first quarter, as our security selection in the information technology and materials sectors, which are closely tied to these themes, contributed significantly to our performance. Additionally, our decision to underweight defensive sectors, such as real estate and utilities due to their sensitivity to interest rates, further supported our results. On the other hand, our performance was negatively impacted by our security selection in financials and communication services, primarily due to our lack of exposure to Meta Platforms and some bank holdings.
- The largest contributors to performance were NVIDIA and Martin Marietta Materials.
- The top contributor to results was the Portfolio's position in **NVIDIA**. Shares of the leading manufacturer of graphic processing continued its upward trajectory, eclipsing a \$2 trillion market capitalization for the first time ever in the quarter, surpassing all but Microsoft and Apple in terms of market capitalization after another blow-out earnings report. These eye-watering results are due to the company's leadership position at the forefront of AI and the increasing demand for AI-ready hardware components and a rapid increase in its data center revenue. We maintain our position in NVIDIA shares, as we believe AI adoption will continue to accelerate, and NVIDIA should continue to be a top beneficiary given their dominant competitive position in its core market, though we are monitoring the position closely given its heightened valuation.
- **Martin Marietta Materials**, a leading supplier of aggregates and heavy building materials, recently announced impressive earnings that surpassed expectations. Moreover, the company's 2024 outlook exceeded projections, indicating a positive trajectory for the future. This success can be attributed to a long-term secular trend, namely the surge in infrastructure spending in the United States, driven by the 2021 infrastructure legislation and the growing investment in green energy initiatives. Martin Marietta is well-positioned to capitalize on this trend due to its integral role in numerous infrastructure projects, including the modernization of electric grids and the construction of renewable energy infrastructure. By providing essential materials for these projects, we believe Martin Marietta is poised to benefit from the increased demand.
- The largest detractors from performance were the Portfolio's position in Planet Fitness and its lack of exposure to Meta Platforms.
- Shares of **Planet Fitness**, an operator of fitness franchises in the US, fell in the first quarter after the company provided a downbeat growth outlook for 2024, and the company's CFO announced his plans to retire, only a few months after the CEO resigned. We continue to hold the shares, and believe that the company will overcome any short-term issues that could arise from these leadership transitions.
- Another large detractor to results was the Portfolio's lack of exposure to **Meta Platforms**. The SMA does not hold Meta for ESG reasons, and the shares rose more than 40% in the quarter.

### Top Relative Detractors and Contributors – First Quarter 2024

Relative Contributors	Average % of Portfolio	Relative Detractors	Average % of Portfolio
— NVIDIA (NVDA)	5.4%	— Planet Fitness (PLNT)	1.9%
— Tesla (TSLA)	0.0%	— Meta Platforms (META)	0.0%
— Martin Marietta Materials (MLM)	5.2%	— Electronic Arts (EA)	2.1%
— Apple (AAPL)	4.6%	— Akamai Technologies (AKAM)	1.3%
— Caterpillar (CAT)	3.4%	— Vertex Pharmaceuticals (VRTX)	2.7%

Securities listed above are holdings of the Portfolio, or benchmark components that were not held in the Portfolio, and the average percentage of the Portfolio's invested assets they represented for the quarterly period, shown in descending order from greatest to least, in terms of contribution to or detractor from the Portfolio's performance relative to the benchmark. See Page 4 for more information about performance attribution.

### Market Outlook and Positioning

- We are not sure when or if the long-anticipated recession will occur, but we are currently finding value in cyclical areas of the market, such as financials, materials, and to a lesser extent semiconductors. In financials, we continue to favor regional banks, but have also added exposure to some larger banks and financial services companies with exposure to capital markets. We have reduced our information technology position, and particularly our semiconductor positions given their strong performance. However, AI continues to be a dominant theme in the technology sector and the portfolio overall, as we continue to allocate towards the creators, implementers and aggressive adopters of AI technologies. In materials, we maintain a preference for stocks that are benefitting from the trend towards electrification and the green energy transition.
- Notable underweight positions include the consumer sectors (staples and discretionary) and health care, though we have added to the Portfolio's exposure to pharmaceuticals in recent periods. Finally, the Portfolio continues to have no exposure to real estate and utilities, which are interest rate sensitive.
- Notable changes in the quarter included a modest reallocation in semiconductors for valuation and fundamental reason, an addition to our position in payment processing companies and selective increases in consumer discretionary stocks.

## Additional Information

**Performance Attribution:** This performance attribution seeks to identify and quantify the drivers of portfolio performance relative to that of its benchmark. Using FactSet software, we create hypothetical subportfolios by segmenting the portfolio and its benchmark, then measure the value (weight) and returns of those hypothetical subportfolios. This lets us measure the performance impact of a decision to overweight or underweight a portfolio segment. It also lets us measure the performance impact of a specific security selection within each segment.

## Terms and Definitions

The **Russell 1000® Growth Index** measures the performance of the large-capitalization growth sector of the US equity market. The **Russell 1000® Value Index** measure the performance of the large-capitalization value sectors of the US equity market. The **S&P 500® Index** measures the performance of the broad US stock market. Indices are unmanaged and their returns assume reinvestment of dividends and do not reflect any fees or expenses. It is not possible to invest directly in an index.

The **Global Industry Classification Standard (GICS) SM** was developed by and is the exclusive property and a service mark of Standard & Poor's and MSCI. Neither Standard & Poor's, MSCI nor any other party involved in making or compiling any GICS classifications makes any express or implied warranties or representations with respect to such standard or classification (or the results to be obtained by the use thereof), and all such parties hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability or fitness for a particular purpose with respect to any of such standard or classification. Without limiting any of the foregoing, in no event shall Standard & Poor's, MSCI, any of their affiliates or any third party involved in making or compiling any GICS classification have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages.

## A Word About Risk

**The market prices of securities may go up or down**, sometimes rapidly or unpredictably, due to general market conditions, such as real or perceived adverse economic, political, or regulatory conditions, recessions, inflation, changes in interest or currency rates, lack of liquidity in the bond markets, the spread of infectious illness or other public health issues or adverse investor sentiment. **The portfolio generally excludes corporate issuers** that do not meet or exceed minimum ESG standards. Excluding specific issuers limits the universe of investments available to the portfolio, which may mean forgoing some investment opportunities available to portfolios without similar ESG standards.

## Important Information

Amundi US is the US business of Amundi Asset Management group of companies. Investment advisory services are offered through Amundi Asset Management US, Inc. Not all Amundi products and services are available in all jurisdictions. The Amundi Asset Management logo used in this document only refers to a brand owned by Amundi and not to any service or product offered or manufactured by Amundi Asset Management SAS, headquartered in Paris.

Amundi US acts as a discretionary investment manager or non-discretionary model provider in a variety of separately managed account or wrap fee programs (each, an "SMA Program") sponsored by a third party investment adviser, broker-dealer or other financial services firm (a "Sponsor"). When acting as a discretionary investment manager, Amundi US is responsible for making and implementing all investment decisions in SMA Program accounts. When acting as a non-discretionary model provider, Amundi US's responsibility is limited to providing investment recommendations (in the form of model portfolios) to the SMA Program Sponsor who may or may not, in their sole discretion, utilize such recommendations in connection with its management of SMA Program accounts. In such "model-based" SMA Programs ("Model-Based Programs"), it is the Sponsor, and not Amundi US, which serves as the investment manager to, and has trading responsibility for, the Model-Based Program accounts.

**Performance shown is past performance, which is no guarantee of future results.** Current performance may be lower or higher than the performance data quoted.

There is no guarantee that the portfolio will continue to hold any particular security and securities are held in varying percentages. Holdings are subject to change since the portfolio is actively managed. Holdings are intended to illustrate the composition and characteristics of the SMA for separately managed accounts. Across client portfolios, there may be variations in holdings, characteristics and performance information as dictated by reasons such as diversification needs, specific client guidelines, account size, cash flows, the timing and terms of execution of trades, and differing tax situations.

The Model Portfolio/SMA securities holdings information provided is intended solely for your use in evaluating the Model Portfolio/SMA portfolio(s). Under no circumstances does the information contained within constitute, and should not be construed as, investment advice, forecast of future events, a guarantee of future results, or a recommendation to buy, hold or sell securities.

Separately managed account programs may require a minimum asset level and, depending on specific investment objectives and financial position, may not be appropriate for all investors. Actual fees and account minimums may vary.

**The investment strategies described are those of Amundi US. These materials are being provided for illustrative and informational purposes only. The information contained herein is obtained from multiple sources that are believed to be reliable. However, such information has not been verified, and may be different from the information included in documents and materials created by the sponsor firm in whose investment program a client participates. Some sponsor firms may require that these materials be preceded or accompanied by investment profiles or other documents or materials prepared by such sponsor firms, which will be provided upon request. For additional information, documents and/or materials, please speak to your Financial Professional or contact your sponsor firm.**