

## 3Q 2017 Update William Blair Small-Mid Cap Value Fund

### OBJECTIVE

Capital Appreciation

### CHARACTERISTICS

The Fund seeks to identify small and mid cap companies priced at discounts to their intrinsic values and with fundamentals that are solid or improving.

### WHY CONSIDER THIS FUND?

- Engages a deep and experienced team committed to fundamental research
- Employs a time-tested investment philosophy seeking stocks that combine attractive valuation and strong fundamentals and are either quality companies at discount prices or corporate transformation opportunities
- Consistently applies a disciplined, rigorous investment process to uncover opportunities and reduce stock-specific and portfolio-level risk
  - Proprietary free cash flow return on invested capital and valuation models
- Seeks to provide strong absolute and risk-adjusted performance

### EXPENSE RATIOS (%)

	Gross Expense	Net Expense
Class I	3.92	1.10
Class N	4.15	1.35

Expenses shown are as of the most recent prospectus. The Fund's Adviser has contractually agreed to waive fees and/or reimburse expenses to limit fund operating expenses until 4/30/18.

### FUND FACTS AND STATISTICS<sup>1</sup>

Total Net Assets (\$MM)	\$3
Number of Holdings	95
Wgt'd Avg Mkt Cap (\$BB)	\$5.3
Unwgt'd Median Mkt Cap (\$BB)	\$4.4
P/E Ratio (Next 12 Months)	19.7
EPS Growth (Long-Term Projected)	11.5
Trailing 1-Year Turnover (%)	66.3
Cash (%)**	2.8
Standard Deviation (% Since Incep.)	
Fund - Class I	12.20
Index <sup>2</sup>	11.81

\*\* Cash represents cash and any short-term or overnight investments held by the Fund.

### INVESTMENT PERFORMANCE % (as of 09/30/17)

	QTR	YTD	1Y	3Y	5Y	Since Incep.
Class I (SI: 12/15/11)	3.85	4.28	13.60	10.24	12.73	13.30
Class N (SI: 12/15/11)	3.77	4.06	13.31	9.94	12.42	12.99
Russell 2500® Value Index <sup>2</sup>	3.83	5.86	15.75	9.94	13.25	14.77
Morningstar Small Blend Category <sup>3</sup>	5.10	8.45	18.91	10.01	12.83	—

### CALENDAR YEAR PERFORMANCE %

	2016	2015	2014	2013	2012	2011†
Class I (SI: 12/15/11)	21.00	-2.86	4.96	36.69	12.22	4.50
Class N (SI: 12/15/11)	20.69	-3.13	4.66	36.29	11.95	4.50
Russell 2500® Value Index <sup>2</sup>	25.20	-5.49	7.11	33.32	19.21	4.20

† Since Fund's inception on 12/15/11 through 12/31/11.

**Performance cited represents past performance. Past performance does not guarantee future results and current performance may be lower or higher than the data quoted. Returns shown assume reinvestment of dividends and capital gains. Investment returns and principal will fluctuate with market and economic conditions and you may have a gain or loss when you sell shares. For the most current month-end performance information, please call +1 800 742 7272, or visit our Web site at [www.williamblairfunds.com](http://www.williamblairfunds.com). Class N shares are available to the general public without a sales load. Class I shares are available only to investors who meet certain eligibility requirements.**

### MORNINGSTAR RATINGS AND RANKINGS\*

	Overall	1Y	3Y	5Y	10Y
Class I Rating	★★★	—	★★★	★★★	—
Class N Rating	★★★	—	★★★	★★★	—
Class I Percentile Ranking		91	57	63	—
Class N Percentile Ranking		91	63	68	—
# of Funds in Category		794	653	554	—

\***Morningstar Rating**: 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. **Morningstar Ranking**: Morningstar Percentile Rankings are based on the Fund's total return (excluding sales charge) relative to all the funds in the same Morningstar category, where 1 is the highest and 100 is the lowest percentile rank. Ratings and rankings are one measure of performance. Some of our Funds have experienced negative performance for the time periods shown. For the most current performance, please visit [williamblairfunds.com](http://williamblairfunds.com).

### TOP TEN HOLDINGS (%)<sup>4,5</sup>

Company	Industry	% of Fund
E*TRADE Financial Corporation	Capital Markets	1.5
Wolverine World Wide, Inc.	Textiles, Apparel & Luxury Goods	1.5
Owens Corning	Building Products	1.4
Interface, Inc.	Commercial Services & Supplies	1.4
East West Bancorp, Inc.	Commercial Banks	1.4
Brady Corporation	Commercial Services & Supplies	1.4
Belden Inc.	Electronic Equipment & Instruments	1.3
Lululemon Athletica Inc.	Textiles, Apparel & Luxury Goods	1.3
CSRA Inc.	IT Services	1.3
Thor Industries, Inc.	Automobiles	1.3
<b>Total Top 10</b>		<b>13.8</b>

### SECTOR DIVERSIFICATION (%)<sup>4,5</sup>

Sector Type	Fund	Index <sup>2</sup>
Financials	23.0	24.2
Industrials	14.2	13.3
Real Estate	13.6	14.9
Consumer Discretionary	11.5	10.3
Information Technology	9.2	8.4
Energy	7.4	6.9
Utilities	6.8	6.8
Materials	6.1	5.4
Health Care	5.4	6.0
Consumer Staples	2.8	3.4
Telecommunication Services	0.0	0.4

### MARKET CAP DIVERSIFICATION (%)<sup>4,5</sup>

Market Cap	Fund	Index <sup>2</sup>
> \$7.5B	27.4	17.0
\$3.0B - \$7.5B	47.3	47.7
\$1.5B - \$3.0B	21.2	18.4
\$0.5B - \$1.5B	4.1	12.8
< \$0.5B	0.0	4.1

### PORTFOLIO MANAGEMENT



**Chad Kilmer, CFA**  
Started in Industry: 2000  
Education: M.B.A., Yale Univ.; B.B.S., Univ. of Minnesota



**Mark Leslie, CFA**  
Started in Industry: 1990  
Education: B.S., Univ. of New Hampshire



**Dave Mitchell, CFA**  
Started in Industry: 1983  
Education: M.M., Northwestern Univ.; B.A., Knox College

- 1 **Weighted Average Market Capitalization:** The Weighted Average Market Capitalization for a portfolio is calculated as the average market capitalization of the stocks within the portfolio, weighted by the amount of each stock owned. **Unweighted Median Market Capitalization:** This calculation represents the median market capitalization of the stocks in the portfolio, regardless of the amount of each stock owned. **P/E (Price/Earnings) Ratio:** A stock with a higher P/E ratio would be considered more expensive relative to another stock with a lower P/E. An investor may pay a higher P/E for a stock for several reasons including, but not limited to, an expectation that the company possesses higher returns on invested capital, less economic sensitivity, higher consistency of earnings and/or higher earnings growth potential. **EPS Growth (Long-Term Projected):** This measure represents the weighted average of forecasted growth in earnings expected to be experienced by stocks within the portfolio over the next 3-5 years. This projected earnings growth should not be considered an indication of future fund performance. **Trailing 1-Year Turnover:** This figure reflects the portfolio's trading activity by calculating the amount of the portfolio's holdings bought or sold over the prior year, expressed as a percentage of the portfolio's average market value. Turnover figures may be related to the amount of trading costs experienced by the portfolio. **Standard Deviation:** A higher standard deviation represents a greater dispersion of returns, and thus, a greater amount of risk. Standard deviation returns shown are annualized and calculated using monthly returns. Funds without a 10-year history are reported against the Fund's inception date. If the Fund's inception date does not fall on the first day of a given month, the annualized standard deviation is calculated based on the first day of the month following the Fund's inception date.
- 2 The Russell 2500 Value Index measures the performance of the small to mid-cap value segment of the U.S. equity universe. It includes those Russell 2500 Index companies with lower price-to-book ratios and lower forecasted growth values. The Russell 2500 Value Index is constructed to provide a comprehensive and unbiased barometer of the small to mid-cap value market. The Index is completely reconstituted annually to ensure larger stocks do not distort the performance and characteristics of the true small to mid-cap opportunity set and that the represented companies continue to reflect value characteristics. It is not possible to directly invest in an unmanaged index.
- 3 The Morningstar Small Blend Category represents the average annual composite performance of all mutual funds listed in the Small Blend Category by Morningstar.
- 4 Top ten holdings are shown as % of total net assets. Sector and market cap diversification exclude cash equivalents.
- 5 Information about the Fund's holdings should not be considered investment advice. There is no guarantee that the Fund will continue to hold any one particular security or stay invested in any one particular sector. Holdings are subject to change at any time.

**Risks:** The Fund's returns will vary, and you could lose money by investing in the Fund. The Fund holds equities which may decline in value due to both real and perceived general market, economic, and industry conditions. Investing in smaller and medium capitalization companies involves special risks, including higher volatility and lower liquidity. Small and mid-cap stocks are also more sensitive to purchase/sale transactions and changes in the issuer's financial condition. Convertible securities may be called before intended, which may have an adverse effect on investment objectives. Diversification does not ensure against loss.

**Please carefully consider the Fund's investment objective, risks, charges, and expenses before investing. This and other information is contained in the Fund's prospectus, which you may obtain by calling +1 800 742 7272. Read it carefully before you invest or send money. Investing includes the risk of loss.**

This content is for informational and educational purposes only and not intended as investment advice or a recommendation to buy or sell any security. Investment advice and recommendations can be provided only after careful consideration of an investor's objectives, guidelines, and restrictions.

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