

# HEARTLAND VALUE FUND

March 31, 2024

**“Buy not on optimism, but on arithmetic.”**

- Benjamin Graham

**Pursues long-term capital appreciation by investing in micro- and small-cap companies**

## DISTINGUISHING CHARACTERISTIC

The Heartland Value Fund seeks long-term capital appreciation by investing in undervalued micro and small cap stocks. 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. This approach helps navigate the asset class and may increase the likelihood of potential outperformance relative to the Russell 2000® Value Index.

## HEARTLAND'S 10 PRINCIPLES OF VALUE INVESTING™

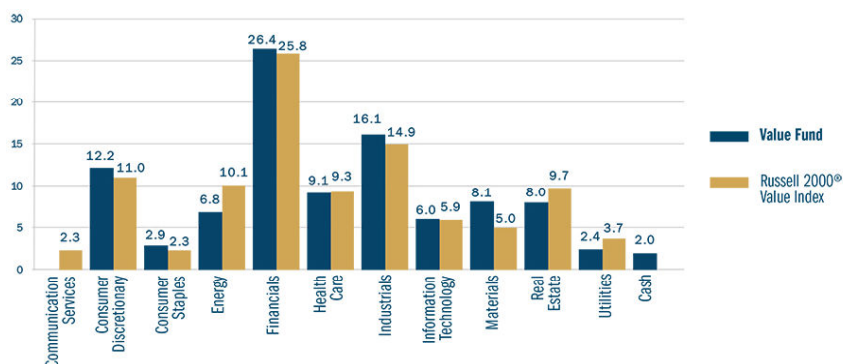
Low Price to Earnings	} Together, these Principles drive all buy and sell decisions	} Catalyst for Recognition
Low Price to Cash Flow		
Low Price to Book Value		
Value of the Company		
Financial Soundness		
		Capable Management and Insider Ownership
		Sound Business Strategy
		Positive Earnings Dynamics
		Positive Technical Analysis

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

As of March 31, 2024	1Q 2024	Year-To-Date	One Year	Three Years	Five Years	Ten Years	Twenty-Five Years	Since Inception
Value Fund Investor Class	6.71%	6.71%	21.66%	6.74%	10.00%	5.89%	9.63%	11.21%
Value Fund Institutional Class	6.78	6.78	21.86	6.88	10.15	6.05	9.76	11.29
Russell 2000® Value Index	2.90	2.90	18.75	2.22	8.17	6.87	9.15	10.52

Index Source: FactSet Research Systems Inc. and Russell®. The inception date for the Value Fund is 12/28/1984 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. 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.**

## PORTFOLIO MANAGEMENT TEAM AND INDUSTRY EXPERIENCE

Will Nasgovitz – 23 yrs  
Bill Nasgovitz – 55

## HEARTLAND VALUE FUND

	Investor Class	Institutional Class
Ticker	HRTVX	HNTVX
CUSIP	422359109	422352831
NAV	\$48.01	\$49.32
Initial Investment	1,000	500,000
Subsequent Investment	100	100
IRA Initial Investment	500	500,000

## PORTFOLIO STATISTICS

Number of Holdings*	87
Assets Under Management	\$741 mil.
Median Market Cap	1.4 bil.
Weighted Average Market Cap	2.7 bil.
Portfolio Turnover	41.54%
Net Debt/Capital**	
Value Fund	23.0%
Russell 2000® Value Index	20.3%

## CAPITALIZATION BREAKDOWN

(% of Equity Investments)

> \$15 bil.	0.0
\$2.5 bil. – \$15 bil.	46.9
\$500 mil. – \$2.5 bil.	33.9
< \$500 mil.	19.2

The above breakdown does not include short-term investments.

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

Mohawk Industries, Inc.	3.09
Silicon Motion Technology Corporation (ADR)	2.86
Perrigo Co. PLC	2.39
Radian Group Inc.	2.37
Viper Energy Partners LP	2.34
Texas Capital Bancshares, Inc.	2.29
Lincoln Educational Services Corp.	2.23
Barrett Business Services, Inc.	2.22
National Storage Affiliates Trust	2.11
Capital City Bank Group, Inc.	2.06

\*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 FUNDS**  
AMERICA'S VALUE INVESTOR®

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Do you have questions?

Call us at 800-432-7856

## 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 Fund	0.89	2.50	22.94	0.35	0.27	92.79	96.13
Russell 2000® Value Index	0.94	—	23.68	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 Fund Investor Class	17.13%	-9.99%	21.81%	13.14%	17.96%	-12.15%	8.42%
Value Fund Institutional Class	17.31	-9.91	21.96	13.31	18.14	-11.98	8.59
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 classes of the Value Fund are 1.09% and 0.98%, respectively.*

*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](http://heartlandadvisors.com).*

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.

## 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.

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

## INVESTMENT CONSIDERATIONS

The Value Fund invests primarily in small companies selected on a value basis. Such securities generally are more volatile and less liquid than those of larger companies. Value investments are subject to the risk that their intrinsic value may not be recognized by the broad market.

## INVESTMENT GOAL

The Value Fund seeks long-term capital appreciation through investing in small companies.