

# Small Growth

4th Quarter – 2017

All data as of Dec. 31, 2017

FACTSHEET

## FIRM PROFILE

Style	Small Growth
Benchmark	Russell 2000 Growth Index
Inception Date	Oct. 1, 2000
Ownership	100% Employee (15% Women)
Firm Assets	\$760+ million
Strategy Capacity	\$1.5 billion

**Nancy Prial, CFA**  
Co-CEO



**Saralyn Sacks, CFA**  
Analyst



**Marcy Carlin**  
Analyst



**Anne Marie McMichael**  
Analyst



## PORTFOLIO HIGHLIGHTS

Approach	Bottom-up, Fundamental
Number of Holdings	70–100 securities
Weighted Average Market Cap	\$1.0 billion
Average Annual Turnover	45% – 70%
Separate Account Minimum	\$3 million

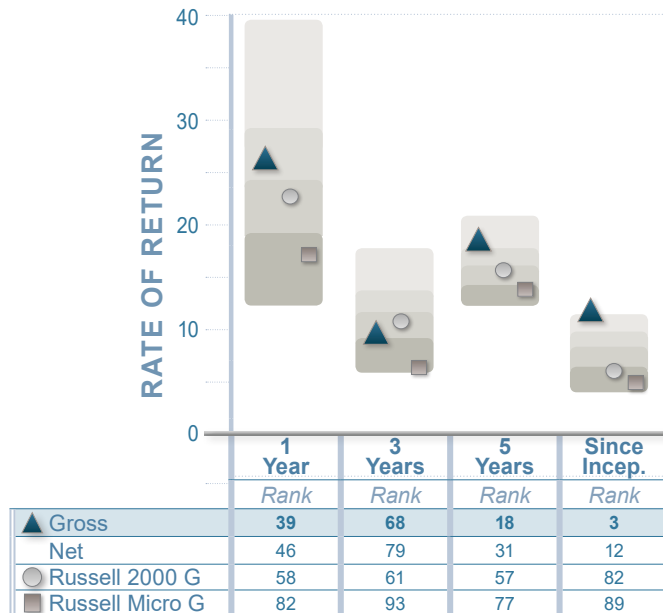
Annualized Performance (%)	1 Year	3 Years	5 Years	Since Incep.
Essex - Gross	25.88	9.55	18.16	11.76
Essex - Net	24.65	8.47	17.00	10.66
Russell 2000 Growth	22.17	10.28	15.21	5.72
Russell Micro Cap Growth	16.65	6.22	13.82	4.83

Source: eVestment Analytics

## Peer group comparison:

Universe = eVestment US Small Cap Growth Equity

Source: eVestment Analytics

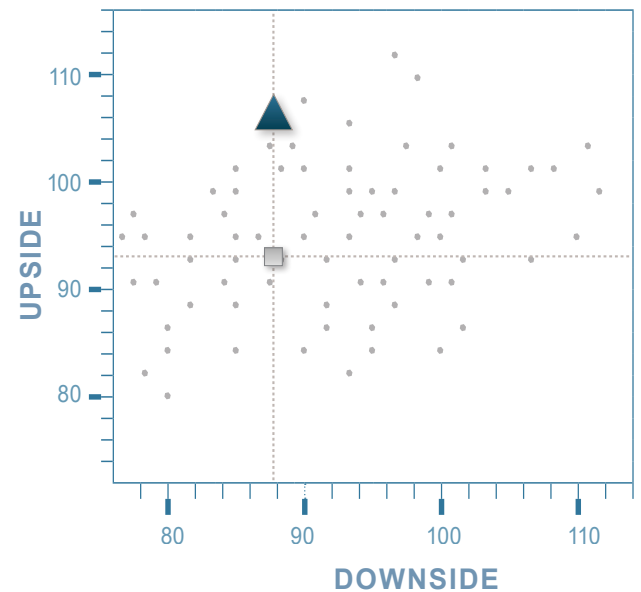


## Market Capture:

5 years

Universe = eVestment US Small Cap Growth Equity

Source: eVestment Analytics



For financial intermediaries and institutional investors only – not for use with the general public. Chart data is from eVestment Analytics. Information provided is supplemental only and complements the full disclosure on page 3.

All data as of Dec. 31, 2017

### 5 years statistics vs. Russell 2000 Growth Index

Source: eVestment Analytics

Alpha	3.31
Beta	0.96
Information Ratio	0.53
Sharpe Ratio	1.20
Standard deviation	14.94
Up / Down	102 / 88

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### Investment Philosophy

The small cap asset class is inefficient. We look for under-followed, under-owned, under-appreciated companies & industries in early stages of acceleration.

### Ideal companies possess:

- Improving business fundamentals
- Path to sustainable growth
- Identifiable catalysts not recognized by others

### Data sources for extensive research to identify & analyze catalysts and price targets include

- Earnings calls
- Street research & consensus estimates
- Evaluation of Management capability
- Technical charts

### Risk control

- Portfolio diversified across company phases of growth & catalysts
- 70-100 securities
- Cash target less than 5%
- Maximum 75% across largest three sectors
- 5% maximum position typical
- Close monitoring of trading volume and liquidity risk

### Top Ten Holdings\*

Axogen Inc	2.5%
Novanta Inc	2.0%
USA Technologies Inc	1.7%
AXT Inc	1.6%
USA Truck Inc	1.6%
Patrick Inds Inc	1.6%
Cutera Inc	1.6%
Beazer Homes USA Inc	1.6%
Builders Firstsource Inc	1.6%
Insulet Corp	1.6%
	17.3 %

#### \* Holdings Disclosures

The above information represents the top 10 holdings in the Essex Small Growth based on the aggregate dollar value. The specific securities identified and described do not represent all of the securities purchased, sold, or recommended for this product, and the reader should not assume that investments in the securities identified and discussed were or will be profitable. All information is provided for informational purposes only and should not be deemed as a recommendation to buy the securities mentioned.

Arrow Partners, Inc. and Pursuit Capital Marketing, LLC serve as independent sales and marketing representatives for Essex Investment Management. Arrow is compensated for their services by Essex in the form of a quarterly retainer fee of \$25,000 and a percentage of the of the investment management fees on assets placed under management with Essex as a direct result of their efforts. Pursuit is paid a percentage of the investment management fees paid to Arrow as agreed upon by the parties. No additional amount is added to Essex investment advisory fees as a result of any Arrow or Pursuit role in the solicitation of new business.

(This information is provided in accordance with the requirements of Rule 206(4)-3 under the Investment Advisers Act of 1940)

Period	Gross Return	Net Return	Benchmark Return	Number of Portfolios	Total Composite Assets (USD millions)	Total Firm Assets (USD millions)	Composite Assets as a % of Total Firm Assets	Dispersion	Composite 3-year Standard Deviation	Benchmark 3-year Standard Deviation
2005	16.5 %	15.1 %	4.2 %	8	\$77.0	\$4,071	1.9 %	0.9	17.7 %	16.5 %
2006	10.6 %	9.3 %	13.4 %	20	\$407.0	\$3,081	13.2 %	0.2	18.0 %	15.6 %
2007	19.0 %	17.5 %	7.1 %	30	\$720.0	\$2,868	25.1 %	0.3	16.5 %	14.2 %
2008	-46.8 %	-47.5 %	-38.5 %	23	\$522.0	\$1,547	33.7 %	0.2	24.8 %	21.0 %
2009	32.6 %	31.0 %	34.5 %	19	\$725.0	\$1,930	37.6 %	0.2	26.7 %	24.9 %
2010	29.3 %	27.7 %	29.1 %	13	\$620.0	\$1,470	42.2 %	0.3	29.7 %	27.7 %
2011	-9.7 %	-10.8 %	-2.9 %	10	\$383.0	\$1,058	36.2 %	0.1	24.0 %	24.3 %
2012	14.2 %	12.8 %	14.6 %	≤ 5	\$96.0	\$612	15.7 %	-	21.4 %	20.7 %
2013	66.4 %	64.7 %	43.3 %	≤ 5	\$104.0	\$740	14.1 %	-	17.8 %	17.3 %
2014	5.3 %	4.3 %	5.6 %	≤ 5	\$80.0	\$683	11.7 %	-	14.7 %	13.8 %
2015	-5.0 %	-6.0 %	-1.4 %	≤ 5	\$75.0	\$677	11.1 %	-	15.4 %	15.0 %
2016	10.0 %	8.9 %	11.3 %	≤ 5	\$66.0	\$606	10.9 %	-	16.0 %	16.7 %

Essex Investment Management Company, LLC ("Essex") claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Essex has been independently verified for the periods January 1, 1993 through December 31, 2016. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The Small Growth composite has been examined for the periods October 1, 2000 through December 31, 2016. The verification and performance examination reports are available upon request.

#### Notes:

**1. Organization:** Essex Investment Management Company, LLC ("Essex") is an independently owned investment management firm founded in 1976. Essex is a registered investment adviser with the SEC. The firm offers investment management services to individuals, institutional investors, separately managed sub-advisory account programs, and sub-advisory management services to mutual funds. When used herein, the term Essex also refers to the firm's predecessor, Essex Investment Management Company, Inc. On January 1, 2005, the Burrigge Growth Partners division of the former The Burrigge Group LLC merged with Essex. Burrigge Growth Partners' portfolio manager, analysts and investment decision making process remained intact and its separately managed accounts continued under Essex's management.

**2. Composite Definition:** This composite includes all fully discretionary accounts managed by Essex to seek capital appreciation by investing in small/micro capitalization growth companies. For the period 10/1/2000 – 12/31/2001, the only accounts in the composite were non-fee paying accounts. The use of leveraging, short positions and derivatives has not been used by any of the accounts. The composite was created on October 1, 2000. Performance results from October 1, 2000 (the composite's inception) through January 1, 2005 are that of the Small Cap composite managed by Nancy Prial while she was Chief Investment Officer and the key decision maker of Burrigge Growth Partners. The investment composition of the composite strategy remained intact with the merger only the name of the composite has changed. Performance results for years prior to 2005 were achieved while the managers of the investment strategy were employed with The Burrigge Group LLC. Therefore, Total Firm Assets prior to 2005 are shown as N/A because the firm no longer exists and only a portion of assets with Burrigge transferred to Essex. All portability requirements with respect to the GIPS® have been met. On 1/1/15 the composite name changed from Small/Micro Cap to Small Growth.

**3. Benchmark:** The Russell 2000® Growth Index contains those securities in the Russell 2000 Index with a greater-than average growth orientation, and includes reinvestment of dividends. The Russell 2000® Growth Index is a trademark of Russell Investments. Russell Investments is the owner of the trademarks, service marks and copyrights related to its respective indexes. An index is unmanaged, does not incur fees or expenses, and cannot be invested in directly. Benchmark returns are not covered by the report of independent verifiers.

**4. Dispersion & Standard Deviation:** Essex uses an asset-weighted standard deviation calculation to measure dispersion. Only portfolios that are included in the composite for the entire year have been included in the dispersion calculation; it is not presented for periods less than one year or when there are five or fewer portfolios in the composite. The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36 month period.

**5. Fees:** The standard advisory fee is: For all accredited investor accounts 1.0% on all assets. Essex's standard advisory fee schedules are described in its Part II of Form ADV. The above net returns are based on a model 1.0% advisory fee which is applied monthly to calculate the net performance numbers.

**6. Calculation Methodology:** Gross performance results presented are net of transaction costs, but before management fees, custody fees and other indirect expenses. Net performance results are presented net of the maximum applicable management fees, transaction costs, withholding taxes and direct expenses, but before custody fees and other indirect expenses. This composite does not incur any performance-based fees. Composite returns include the reinvestment of income and class actions proceeds, if applicable. Actual returns will be reduced by investment advisory fees and any additional fees and expenses. Investment advisory fees are generally collected quarterly, which produces a compounding effect on the total rate of return net of management fees. As an example, the effect of investment advisory fees on the total value of a client's portfolio assuming \$1,000,000 investment, portfolio return of 10% a year, and a 1.0% annual investment advisory fee would be \$10,577 in the first year, and cumulative effects of \$63,180 over five years. The five year compounded gross rate of return of 61.1% would be reduced to 53.2% after taking into account advisory fees. The actual fee charged to an individual account may differ from the standard schedule depending on a number of factors including account type and size.

**7. Composite Characteristics:** The minimum value threshold used to be \$1,000,000. The minimum value threshold is no longer in place as of 10/1/2012.

**8. Other Matters/Disclosures:** A complete list and description of the firm's composites are available upon request. Additional information regarding the firm's policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. Clients or prospective clients should not assume they will have an investment experience similar to that indicated by the past performance results of the composite. Valuations and returns are computed and stated in U.S. Dollars. Past composite performance is not necessarily predictive of how an investors' individual account will perform. Whenever the potential for profit exists, there is also the potential for loss. This document has been approved for use in one-on-one presentations only and Essex requires that third party consultants provide this performance information and the related disclosures only in one-on-one presentations. Registration as an investment adviser with the SEC does not imply a certain level of skill or training. Such registration in no way implies that the Securities and Exchange Commission approves or endorses Essex, its strategies, or any of its marketing materials.

#### IMPORTANT:

Risks of Small Growth portfolios: Essex Small Growth portfolio returns may show a high level of variability and volatility. In addition to market risk, additional risks in these portfolios may result from Essex's selection of specific securities, since individual holdings may represent a significant percentage of a portfolio's holdings from time to time. Sources: portfolio characteristics, top ten holdings, and sector weights calculated internally by Essex. Performance Calculations: performance returns are of the Essex Small Growth Composite, inception 10/1/00. Returns include reinvestment of dividends and other earnings. The Essex Small Growth Composite includes all fully discretionary accounts managed by Essex to seek capital appreciation by investing in small/micro capitalization growth companies. The use of leveraging, short positions and derivatives has not been used by any of the accounts. The Russell 2000 Growth Index® contains those securities with a greater-than average growth orientation, and includes reinvestment of dividends. The Russell 2000 Growth Index® measures the performance of those companies with higher price-to-book ratios and higher forecasted growth values. The Russell 2000 Growth Index® is a trademark of Russell Investments. Russell Investments is the owner of the trademarks, service marks and copyrights related to its respective indexes. The volatility of the indices may be materially different from the individual performance attained by a specific investor. In addition, the Adviser's/Fund's holdings may differ significantly from the securities that comprise the indices. The indices have not been selected to represent an appropriate benchmark to compare an investor's performance, but rather are disclosed to allow for comparison of an investor's performance to that of certain well-known and widely recognized indices. An index is unmanaged, does not incur fees or expenses, and cannot be invested in directly. Index is unmanaged, does not incur fees or expenses, and cannot be invested in directly. Composite returns include the reinvestment of dividends and are presented in USD. Gross performance results presented are net of transaction costs, withholding taxes and direct expenses, but before management fees, custody fees and other indirect expenses. Net performance results are presented net of the maximum applicable management fees, transaction costs, withholding taxes and direct expenses, but before custody fees and other indirect expenses. This composite does not incur any performance-based fees. Actual returns will be reduced by investment advisory fees and any other additional fees and expenses. Essex's standard fee schedule is available on request and can be found in Part 2A of our Form ADV. Investment advisory fees are generally collected quarterly, which produces a compounding effect on the total rate of return net of management fees. The actual fee charged to an individual account may differ from the standard schedule depending on a number of factors including account type and size. Past composite performance is not necessarily predictive of how an investors' individual account will perform. Wherever the potential for profit exists, there is also a potential for loss.

#### Performance Disclosures:

This material is for your private information. The views expressed are the views of Essex only and are subject to change based on market and other conditions. The information above does not constitute investment advice and it should not be relied on as such. It should not be considered a solicitation to buy or an offer to sell a security. All material has been obtained from sources believed to be reliable, but its accuracy is not guaranteed. Past performance is no guarantee of future results. The Essex Small Growth representative account has been selected on the basis that its investment objective, historical performance record, and growth characteristics are consistent with those accounts in the Small Growth composite. The portfolio's trades are executed in accordance with all other accounts in the composite. The representative account is fully discretionary and has been in the Small Growth composite at least three years. Performance results derived from eInvestment may differ from Global Investment Performance Standards (GIPS) due to rounding/calculation methodology differences.

Additional information regarding policies for calculating and reporting returns is available upon request