Essex Small/Mid Cap Growth **Product Snapshot** 

United States-Equity Asset Class:

Primary Universe: eVestment US Small-Mid Cap Growth Equity

Marketing Contact: Title: Marketing Contact 914-251-1084 / Phone/Fax: Email Address: ken@arrowpartners.com

Derivatives Utilized:

Vehicle Type

Available Under Social Restrictions:

Key Facts Displayed in Product Base Currency - US Dollar (USD) Primary Capitalization: Primary Style Emphasis: Preferred Benchmark: Total Product Assets: Small-Mid Cap Growth Russell 2500 Growth \$28.6 **Total Product Accounts:** 8 SA Product Offered As: Investment Focus: Long Only

#### Asset & Account Information Displayed In Product Base Currency - US Dollar (USD)

<b>Current Totals</b>	Assets (\$ Million)	Accounts	Assets by Vehicle Type	Assets (\$ Million)
Total in Product	\$28.6	8	Separate/Segregated Assets	\$28.6
Total Taxable	\$19.9	6	Pooled/Commingled Assets	\$0.0
Total Tax-Exempt	\$8.8	2	Mutual Fund/Institutional Assets	\$0.0
Total Institutional	\$15.3	3	Mutual Fund/Retail Assets	\$0.0

Accounts Gained	<u>Number</u>	(\$ Million)	% Product Assets	Assets Lost	Number	(\$ Million)	% Product Assets
Current Quarter	0	\$0.0	0.0 %	Current Quarter	0	\$0.0	0.0 %
2017	0	\$0.0	0.0 %	2017	0	\$0.0	0.0 %
2016	0	\$0.0	0.0 %	2016	1	\$4.1	11.2 %

### Portfolio Characteristics Displayed In Product Base Currency - US Dollar (USD)

Strategy Snapshot	Fundamental Characteristics	i	Market Capitalization Brea	kdown	
Primary Capitalization:	Small-Mid Cap	Current Cash Position:	2.2 %	>\$50 Billion:	0.00 %
Primary Style Emphasis:	Growth	Annual Turnover (LTM):	33 %	\$15-50 Billion:	8.08 %
Preferred Benchmark:	Russell 2500 Growth	Current P/E (12-mo Trailing):	23.89x	\$7.5-15 Billion:	13.08 %
Secondary Style Emphasis:		Current P/B (12-mo Trailing):	4.05x	\$1.5-7.5 Billion:	58.29 %
Current Number Of Holdings:	78	Current P/S (12-mo Trailing):	1.55x	\$750 Million-1.5 Billion:	9.06 %
Foreign Securities Utilized:		Earnings Growth (Past 5 Yrs):		\$400 Million-750 Million:	7.92 %
Approach Towards Currency Hedging:		Weighted Avg. Mkt Cap (Mil):	\$6,062	<\$400 Million:	3.57 %
% Hedged Back to Local Currency:		Median Market Cap (Mil):	\$3,379		
% Max Allowed In Emerging Markets:		, , ,			

#### Performance Information Displayed In Vehicle Base Currency - US Dollar (USD)

<u>Track Record (2 Available):</u> USA - SA - Composite - Essex Small/Mid Cap Growth - Gross of Fees Russell 2500 Growth Risk Index: Frequency: Risk-Free Index: FTSE 3-Month T-Bill

		Returns							
Trailing Periods	Product	Benchmark	Excess	Std Dev	Alpha	Beta	Trk Error	Info Ratio	Sharpe Ratio
1 Year	16.20	21.53	-5.33	10.38	-6.78	1.13	3.44	-1.55	1.43
2 Year	20.56	21.48	-0.93	12.26	-4.74	1.22	4.27	-0.22	1.60
3 Year	7.48	10.86	-3.38	14.85	-3.79	1.09	4.31	-0.78	0.46
4 Year	8.75	10.97	-2.22	14.38	-2.53	1.06	4.08	-0.54	0.57
5 Year	13.03	13.87	-0.84	14.28	-1.39	1.06	4.00	-0.21	0.88
6 Year	15.39	15.50	-0.12	13.55	-0.76	1.05	3.76	-0.03	1.11
7 Year	12.09	12.63	-0.54	15.50	-0.61	1.02	3.66	-0.15	0.76
8 Year	15.20	16.21	-1.01	15.88	-0.99	1.01	3.69	-0.27	0.94
9 Year	15.34	16.78	-1.44	16.18	-1.14	1.00	3.74	-0.38	0.93
10 Year	9.77	11.38	-1.61	19.49	-1.37	1.00	4.08	-0.39	0.49
Since Inception (4/1986)	10.68	9.62	1.06	19.50	2.33	0.85	7.91	0.13	0.38
Calendar Years	MRQ	<u>YTD</u>	<u>2017</u>	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>	<u>2012</u>	<u>2011</u>
Product Returns:	6.49	7.99	20.34	5.28	-0.39	7. <del>4</del> 7	46.44	20.94	-5.92
Benchmark Returns:	5.53	8.04	24.46	9.73	-0.19	7.05	40.65	16.13	-1.57
Excess Returns:	0.96	-0.04	-4.12	-4.45	-0.20	0.42	5.79	4.81	-4.35

#### Fee Information Displayed In Product Base Currency - US Dollar (USD) Professional Information Available Min. Size(\$ Mil) Minimum Fee

Separate/Segregated	Open	\$3	\$30,000		Team Description	No.	Avg. Yrs. Exp.	Avg. Yrs. @ Firm
Pooled/Commingled					Portfolio Managers:	1	34	13
Retail MFs					Research Analysts:	3	18	10
recuii i ii 5					Traders:	2	30	26
					Risk Portfolio/Monitoring:			
Fees By Acct. Size	\$25M	\$50M	\$75M	\$100M				
Separate/Segregated	\$240,000	\$445,000	\$645,000	\$845,000	Professional Turnover		Port Mgrs.	Analysts Analysts
	96 bps	89 bps	86 bps	85 bps	Professionals Gained	MRQ	0	0
Pooled/Commingled						2017	0	0
. 5						2016	0	0
Retail MFs								
					Professionals Lost	MRQ	0	0
						2017	0	0
						2016	0	0

Essex Small/Mid Cap Growth Product Trends

Asset Class: United States-Equity

Primary Universe: eVestment US Small-Mid Cap Growth Equity

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 Ken Rogers

 Title:
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Key Facts Displayed in Product Base Currency - US Dollar (USD)

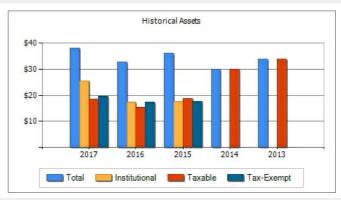
Primary Capitalization:
Primary Style Emphasis:
Preferred Benchmark:
Total Product Assets:
Total Product Accounts:
Product Offered As:
Investment Focus:

Sa
Long Only



#### Historical Product Assets Displayed In Product Base Currency - US Dollar (USD)

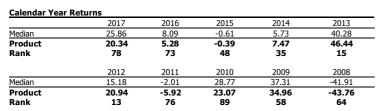
Category	2017	2016	2015	2014	2013
Total	\$38.1	\$32.8	\$36.3	\$29.9	\$33.9
Institutional	\$25.6	\$17.4	\$17.6	\$0.0	\$0.0
Taxable	\$18.4	\$15.4	\$18.8	\$29.9	\$33.9
Tax-Exempt	\$19.6	\$17.4	\$17.6	\$0.0	\$0.0



#### Universe Ranking Analysis vs eVestment US Small-Mid Cap Growth Equity Displayed In Vehicle Base Currency - US Dollar (USD)

Annualized Returns (Periods Ending June 30, 2018)								
Percentile	MRQ	YTD	1 Yr	3 Yrs	5 Yrs	7 Yrs	10 Yrs	
5th	12.67	18.35	34.24	16.42	18.08	16.58	16.91	
25th	8.78	13.82	29.18	14.12	15.25	13.68	13.73	
Median	6.78	10.29	23.49	11.68	13.42	12.75	11.79	
75th	4.78	6.70	18.05	9.12	12.38	11.52	10.30	
95th	2.83	3.85	13.65	6.47	11.23	8.66	5.92	
Product	6.49	7.99	16.20	7.48	13.03	12.09	9.77	
Rank	53	70	90	91	63	64	80	







	6/18	3/18	12/17	9/17	6/17
Median	11.68	9.67	10.75	10.54	7.29
Product Rank	7.48 91	6.17 90	8.07 86	9.62 67	6.37 71
	3/17	12/16	9/16	6/16	3/16
Median	6.27	4.13	6.72	8.30	8.37
Product Rank	4.75 77	4.07 51	7.70 32	8.27 50	9.33 39



Essex Small/Mid Cap Growth Universe Rank

Asset Class: United States-Equity

Primary Universe: eVestment US Small-Mid Cap Growth Equity

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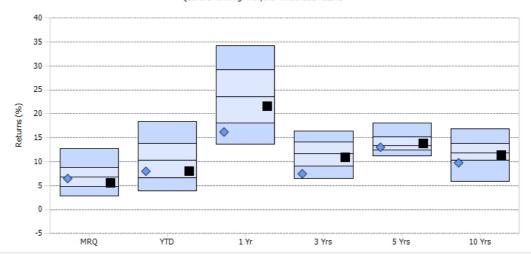
Key Facts Displayed in Product Base Currency - US Dollar (USD)

Primary Capitalization: Small-Mid Cap
Primary Style Emphasis: Growth
Preferred Benchmark: Russell 2500 Growth
Total Product Assets: \$28.6

Total Product Accounts: 8
Product Offered As: SA
Investment Focus: Long Only

#### Peer Group Statistics And Ranking vs. eVestment US Small-Mid Cap Growth Equity Displayed In Vehicle Base Currency - US Dollar (USD)

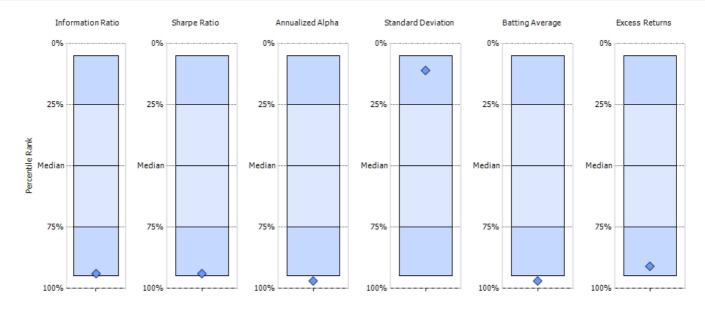
#### Quartile Ranking Analysis Annualized Returns



♦ Essex: Essex Small/Mid Cap Growth ■ Benchmark: Russell 2500 Growth

	MR	Q	YT	D	1 Y	'r	3 Y	rs	5 Y	rs	10 Y	'rs
Firm/Product	Return	Rank										
Essex Investment Management Company, LLC	6.49	53	7.99	70	16.20	90	7.48	91	13.03	63	9.77	80
Russell 2500 Growth	5.53	63	8.04	70	21.53	62	10.86	60	13.87	39	11.38	58
Universe Median	6.78		10.29		23,49		11.68		13.42		11.79	

## Three Year Statistics vs. eVestment US Small-Mid Cap Growth Equity vs. Russell 2500 Growth Displayed In Vehicle Base Currency - US Dollar (USD)



	Information Ratio	Sharpe Ratio	Annualized Alpha	Standard Deviation	Batting Average	Excess Returns
Median	0.22	0.84	1.75	12.89	0.53	0.82
Product	-0.78	0.46	-3.79	14.85	0.31	-3.38
Rank	94	94	97	11	97	91



Essex Small/Mid Cap Growth Risk vs. Reward

Asset Class: United States-Equity

Primary Universe: eVestment US Small-Mid Cap Growth Equity

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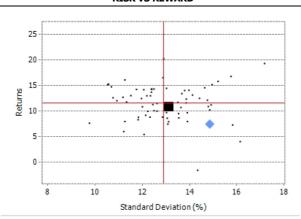
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Primary Capitalization: Small-Mid Cap
Primary Style Emphasis: Growth
Preferred Benchmark: Russell 2500 Growth
Total Product Assets: \$28.6

Total Product Accounts: 8
Product Offered As: SA
Investment Focus: Long Only

#### Risk Vs Reward And Market Capture Analysis: 3 Years vs. eVestment US Small-Mid Cap Growth Equity Displayed In Vehicle Base Currency - US Dollar (USD)

#### **RISK VS REWARD**



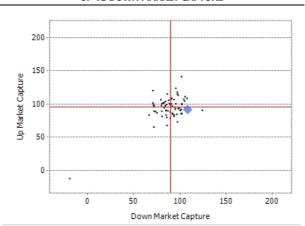
Essex: Essex Small/Mid Cap Growth

Benchmark: Russell 2500 Growth
Universe Median

Offiverse Median

	Returns	Standard Deviation
Product	7.48	14.85
Benchmark	10.86	13.13

#### **UP VS DOWN MARKET CAPTURE**

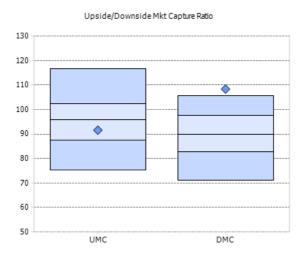


Essex: Essex Small/Mid Cap Growth
Universe Median

 Up Market Capture
 Product
 # of Up Periods
 28

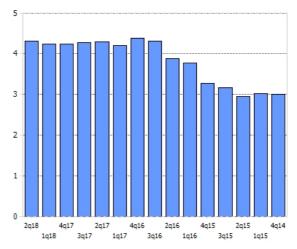
 Down Market Capture
 108.37
 # of Down Periods
 8

#### **MARKET CAPTURE ANALYSIS: 3 YEARS**



	Up Market Capture	Down Market Capture
Median	95.77	89.95
Product	91.57	108.37
Rank	61	2

# TRACKING ERROR: ROLLING 3-YEAR PERIODS



<u>End</u>	Trk Error	<u>End</u>	Trk Error	<u>End</u>	Trk Error
2q18	4.31	1q17	4.21	4q15	3.27
1q18	4.25	4q16	4.38	3q15	3.16
4q17	4.24	3q16	4.30	2q15	2.95
3q17	4.28	2q16	3.88	1q15	3.02
2017	4 20	1016	3 77	4014	3.01

# **Small/Mid Cap Growth**

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	11.4 %	10.1 %	8.2 %	16	\$97.0	\$4,071	2.4 %	0.3	13.5 %	14.7 %
2006	8.1 %	6.7 %	12.3 %	11	\$76.0	\$3,081	2.5 %	0.3	13.8 %	13.4 %
2007	23.4 %	21.9 %	9.7 %	9	\$89.0	\$2,868	3.1 %	0.3	12.2 %	12.5 %
2008	-43.8 %	-44.5 %	-41.5 %	7	\$17.0	\$1,547	1.1 %	0.2	23.1 %	20.9 %
2009	34.9 %	33.3 %	41.7 %	9	\$87.0	\$1,930	4.5 %	0.2	25.1 %	24.5 %
2010	23.1 %	21.6 %	28.9 %	7	\$23.0	\$1,470	1.6 %	0.5	27.6 %	27.2 %
2011	-5.9 %	-7.1 %	-1.6 %	≤ 5	\$15.0	\$1,058	1.4 %	-	22.0 %	22.9 %
2012	20.9 %	19.5 %	16.1 %	7	\$21.0	\$612	3.4 %	0.4	19.7 %	19.8 %
2013	46.5 %	45.0 %	40.7 %	8	\$34.0	\$740	4.6 %	0.7	16.2 %	16.5 %
2014	7.5 %	6.4 %	7.1 %	8	\$30.0	\$683	4.4 %	0.3	12.4 %	12.5 %
2015	-0.4 %	-1.4 %	-0.2 %	9	\$36.3	\$677	5.4 %	0.5	13.6 %	13.3 %
2016	5.3 %	4.2 %	9.7 %	8	\$33.0	\$606	5.4 %	0.3	16.1 %	14.7 %
2017	20.3 %	19.2 %	24.5 %	9	\$38.0	\$765	5.0 %	0.3	14.6 %	13.0 %

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, 2017. 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/Mid Cap Growth composite has been examined for the periods April 1, 1986 through December 31, 2017. 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 Burridge Growth Partners division of the former The Burridge Group LLC merged with Essex. Burridge Growth Partners' portfolio manager, analysts and investment decision making process remained intact had 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/mid capitalization growth companies. The use of leveraging, short positions and derivatives has not been used by any of the accounts. The composite was created on April 1, 1986. Performance results from April 1, 1986 (the composite's inception) through the current period are that of the Small to Mid Cap Equity composite managed by Nancy Prial while she was Chief Investment Officer and the key decision maker of Burridge 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 Burridge Group LLC. All portability requirements with respect to the GIPS® have been met.
- 3. Benchmark: The Russell 2500° Growth Index contains those securities in the Russell 2500 Index with a greater-than average growth orientation, and includes reinvestment of dividends. The Russell 2500° Growth Index returns are shown for all years. The Russell 500° Growth Index is a trademark of Russell Investments is the owner of the trademarks, service marks and copyrights related to its respective indexes. An index is a trademark of exceptive indexes and contained be invested in directly. Prior to 2004, while the composite was at Burridge, the Russell MidCap° Growth Index was utilized along with the Russell 2500° Growth Index as a benchmark. 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 preceeding 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 composite of the returns include the reinvestment of income and class action proceeds, if applicable. Actual returns will be reduced by investment advisory fees and any other 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 when the standard schedule depending on a number of factors including account type and size.
- $\textbf{7. Composite Characteristics:} \ The \textit{minimum value threshold used to be $1,000,000.} \ The \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no longer in place as of 10/1/2012} \ and \textit{minimum value threshold is no$
- 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/Mid Cap Growth portfolios: Essex Small/Mid Cap 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/Mid Cap Growth Composite, includes reinvestment of dividends and other earnings. The Essex Small/Mid Cap Growth Composite includes all fully discretionary accounts managed by Essex to seek capital appreciation by investing in Small/Mid capitalization growth companies. The use of leveraging, short positions and derivatives has not been used by any of the accounts. The Russell 2500 Growth Index "contains those securities with a greater-than average growth orientation, and includes reinvestment of dividends. The Russell 2500 Growth Index "or administrative price-to-book returns are or the performance of those companies with higher price-to-book rutios and higher forecast growth values. The Russell 2500 Growth Index "or a training and includes reinvestments 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 compane an investor's performance, but rather are disclosed to allow for companies on fan 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 ca

#### Performance Disclosures:

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



#### Important Disclosures (Continued):

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Representative portfolio characteristics, holdings, sector weightings and market capitalization are based on a representative portfolio and are subject to change at any time. Holdings, sector weightings, market capitalization and portfolio characteristics of individual client portfolios may differ, sometimes significantly, from those shown. This information does not constitute, and should not be construed as, investment advice or recommendations with respect to the securities and sectors listed. Past performance is no guarantee of future results. Performance is preliminary and subject to change. There is no guarantee that the Portfolio's objective will be met. This does not constitute an offer to sell or the solicitation of an offer to purchase any security or investment product, nor does it constitute a recommendation to invest in any particular security. An investment in securities is speculative and involves a high degree of risk and could result in the loss of all or a substantial portion of the amount invested. There can be no assurance that the strategy described herein will meet its objectives generally, or avoid losses. Essex makes no warranty or representation, expressed or implied; nor does Essex accept any liability, with respect to the information and data set forth herein, and Essex specifically disclaims any duty to update any of the information and data contained in the commentary. This information and data does not constitute legal, tax, account, investment or other professional advice.