

## Essex Investment Management Company, LLC

"Early Identification of Growth, Wherever Growth Exists"

## **Essex Evolution Long Only Strategy**

#### **Investment Objective**

We believe that technological progress is unstoppable and accelerating as is the impact it has on other industries.

Our investment philosophy centers around detecting changes early and being first to invest.

Essex Evolution Strategy aims to discover companies that exhibit the potential for meaningful growth over time.

The Strategy is long-only, concentrated within 40-70 names and is sector agnostic.

#### **Investment Team**



Alex Forse Senior VP -Portfolio Manager & Research Analyst



Martin Cournan Senior VP -Senior Technical Analyst

#### **About Essex**

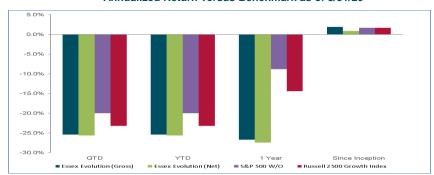
**Essex Investment Management,** founded in 1976, has a singular focus as a boutique growth manager offering portfolio management services to both institutions and high net worth individuals. As of quarter end, Essex has 17 employees of whom 10 are investment professionals.

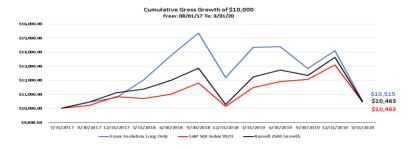
#### Composite Returns as of 3/31/20

	Current Year		Annualized Returns	
	QTD	YTD	1 YR	Since Inception*
Essex Evolution (Gross)	-25.4%	-25.4%	-26.7%	1.9%
Essex Evolution (Net)	-25.6%	-25.6%	-27.4%	0.9%
Russell 2500 Growth Index	-23.2%	-23.2%	-14.4%	1.7%
S&P 500 w/o Income	-20.0%	-20.0%	-8.8%	1.7%

(\*Inception: 8/1/17)

#### Annualized Return versus Benchmark as of 3/31/20





#### Top Ten Holdings (3/31/20)(1)

Position	Weight
Amazon	8.8%
Cloudflare Inc.	6.3%
Apple Inc.	6.2%
Disney	5.5%
SPDR Gold Shares	4.6%
Activision Blizzard	4.5%
Chewy Inc.	4.3%
Visa Inc.	4.2%
Biogen Inc.	4.2%
Electronic Arts	4.0%
Total	52.6%

#### (1) Top ten holdings and weightings for a typical Evolution Strategy portfolio (2) Characteristics for a typical Evolution strategy portfolio

#### Characteristics (3/31/20)(2)

	Essex Evolution Strategy	Russell 2500 Growth		
Market Cap (\$M)				
Weighted Average	220,268	5,521		
Median	46,779	928		
Dividend Yield (%)	0.9	0.9		
Price/Earnings	22.0	16.1		
P/E using FY1 Est	21.1	23.2		
Price/Cash Flow	11.1	12.1		
Price/Book	2.9	3.7		
Price/Sales	2.0	1.7		
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#### IMPORTANT DISCLOSURE

Risks of Essex Evolution portfolios: Essex Evolution Composite 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 Evolution Composite**, inception 8/1/2017. The Essex Evolution Composite includes all actual, fee-paying, fully discretionary accounts managed by Essex to seek capital appreciation by investing in growth companies without regard to market capitalization. In pursuing its equity securities, some of which may be highly speculative. The use of leveraging, short positions and derivatives has not been used by any of the accounts. The Russell 2500® Growth Index consists of those securities in the Russell 2500® with a greater-than average growth orientation, and includes reinvestment of dividends. The Russell 2500® Growth Index is a copyrights related to its respective indexes. The volatility of the indices may be materially different from 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. Companies in this index tend to exhibit higher price-tobook and price/earnings ratios, lower dividend yields, and higher forecasted growth values. 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 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

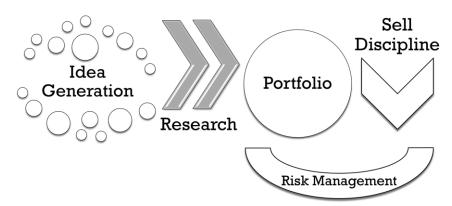
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Essex Investment Management Company, LLC

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## **Essex Evolution Strategy**

#### **Investment Process**



## Idea Generation

#### Research

## Sell Discipline

- Market cap \$50 million and up
- Screen for high quality stocks exhibiting improving financial performance
- Screen for catalysts using events for developing stage companies
- Identify reasons for improving fundamentals
- Identify and analyze catalysts
- Develop price targets using internal and external estimates
- Determine if anticipated growth is reflected in the stock price
- Reach target price
- Change in fundamentals
- Imbalance in risk reward
- Industry changes
- Other opportunities

#### **Risk Management**



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Daily technical Review looking for early warning signs

Monitor Correlation Of top holdings

Review relative valuations of Subsectors

Market review To establish Exposures

#### **Performance Disclosures**

**Holdings Disclosures** 

This material is for your private information. The views expressed are the views of Essex only through the period ended 3/31/20 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 Evolution Strategy 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 Essex Evolution Strategy 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 Essex Evolution Strategy for at least one year.

The above information represents the top 10 holdings in the Essex Evolution Strategy as of 3/31/20 based on the aggregate dollar value. The specific securities identified and described do not represent all of the securities purchased, sold, or recommended for Essex Evolution Strategy, 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.