USD

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# Essex Small/Mid Cap Growth

Track Record: USA - SA - Composite - Essex Small/Mid Cap Growth - Gross of Fees Risk Index: Russell 2500 Growth Risk-Free Index: FTSE 3-Month T-Bill Frequency: Monthly

General Information		Key Facts	
Asset Class: Primary Universe: Marketing Contact: Title:	United States - Equity eVestment US Small-Mid Cap Growth Equity Ken Rogers Marketing Contact	Primary Capitalization: Primary Style Emphasis: Preferred Benchmark: Total Product Assets:	Small-Mid Cap Growth Russell 2500 Growth \$11.1
Phone / Fax: Email Address:	914-251-1084 / ken@arrowpartners.com	Total Product Accounts: Product Offered As: Investment Focus: Status:	4 PFSA Long Only Active

# Asset & Account Information

Current Totals		Assets (M)	Accounts
Product		\$11.1	4
Taxable		\$2.9	2
Tax-Exempt		\$8.2	2
Institutional		\$8.2	2
Gained	Accounts	Assets (M)	% Product Assets
MRQ	0	\$0.0	0.0%
YTD	0	\$0.0	0.0%
2021	0	\$0.0	0.0%
2020	0	\$0.0	0.0%

Assets by Vehicl	е Туре		Assets (M)
Separate / Segreg	jated		\$11.1
Pooled / Commin	gled		\$0.0
Mutual Fund / Ins	titutional		\$0.0
Mutual Fund / Ret	tail		\$0.0
Lost	Accounts	Assets (M)	% Product Assets
MRO	0	\$0.0	0.0%
WING			
YTD	0	\$0.0	0.0%
	0	\$0.0 \$0.0	0.0%

# Portfolio Characteristics

Strategy Snapshot		Fundamental Characteristics		Market Capitalization Breakdow	Market Capitalization Breakdown		
Primary Capitalization:	Small-Mid Cap	Current Cash Position:	1.8%	> \$50 Billion:			
Primary Style Emphasis:	Growth	Annual Turnover (LTM):	34%	\$15-50 Billion:			
Preferred Benchmark:	Russell 2500 Growth	Current P / E (12-mo Trailing):	16.79x	\$7.5-15 Billion:			
Secondary Style Emphasis:	Not Applicable	Current P / B (12-mo Trailing):	2.56x	\$1.5-7.5 Billion:			
Current Number Of Holdings:	87	Current P / S (12-mo Trailing):	1.24x	\$750 Million-1.5 Billion:			
Foreign Securities Utilized:		Earnings Growth (Past 5 Yrs):		\$400 Million-750 Million:			
Approach Towards Currency Hedging:		Weighted Avg. Mkt Cap (M): Median Market Cap (M):	\$4,862 \$2,650	< \$400 Million:			
% Hedged Back to Local Currency:							
% Max Allowed in Emerging Markets:							
Derivatives Utilized:	No						

## Performance Information

		Returns									
Trailing Periods	Product	Benchmark	Excess	Std Dev	AI	pha	Beta	Trk Error	Info Rati	io	Sharpe Ratio
1 Year	-26.21	-26.21	-0.00	25.58	-(	).96	0.97	4.93	-0.0	00	-1.08
2 Year	-7.51	-11.96	4.45	20.71	4	1.65	0.97	5.68	0.7	'8	-0.40
3 Year	2.58	2.88	-0.29	26.93	-(	0.04	1.03	6.10	-0.0	)5	0.07
4 Year	8.03	9.63	-1.60	25.15	-1	.38	1.02	6.11	-0.2	26	0.28
5 Year	4.09	5.97	-1.89	24.49	-1	.69	1.03	5.70	-0.3	33	0.12
6 Year	6.63	8.85	-2.22	22.51	-2	2.07	1.03	5.39	-0.4	1	0.24
7 Year	6.44	8.98	-2.54	22.08	-2	2.43	1.04	5.40	-0.4	17	0.24
8 Year	5.56	7.79	-2.22	21.28	-2	2.13	1.04	5.18	-0.4	13	0.22
9 Year	5.77	7.70	-1.93	20.58	-1	.86	1.03	5.06	-0.3	8	0.24
10 Year	9.27	10.62	-1.35	19.92	-1	.37	1.03	4.87	-0.2	28	0.43
Since Inception (04/1986)	9.68	9.02	0.66	20.30	1	.68	0.88	7.69	0.0	19	0.33
Returns	MRQ	١	/TD	2021	2020	2019		2018	2017	2016	2015
Product	6.47	-26	.21	15.93	26.20	26.17	-	10.31	20.34	5.28	-0.39
Benchmark	4.72	-26	.21	5.04	40.47	32.65		-7.47	24.46	9.73	-0.19
Excess	1.75	-0	1.00	10.88	-14.27	-6.48		-2.84	-4.12	-4.45	-0.20

# Fee Information

Vehicle Type	Available	Min. Size (M)	Minimum Fee
Separate / Segregated	Open	\$3.00	\$30,000.00
Pooled / Commingled			
Institutional MFs			

Fees By Acct. Size	\$25M	\$50M	\$75M	\$100M
Separate / Segregated	\$240,000	\$445,000	\$645,000	\$845,000
	96 bps	89 bps	86 bps	85 bps
Pooled / Commingled				
Institutional MFs				

# **Professional Information**

Team Description	No.	Avg. Yrs. Exp.	Avg. Yrs. @ Firm
Portfolio Managers	1	38	17
Research Analysts	4	18	11
Traders	0	0	0
Risk Portfolio / Monitoring	0	0	0
Professional Turnover		Portfolio Mgr	s. Analysts
Professionals Gained	MRQ		0 0
	2022		0 0
	2021		0 1
Professionals Lost	MRQ		0 0
	2022		0 0
	2021		0 0

Performance data displayed in Product Base Currency of US Dollar (USD) using Spot Rate (SR) conversion method.

# Essex Small/Mid Cap Growth

Track Record: USA - SA - Composite - Essex Small/Mid Cap Growth - Gross of Fees Risk Index: Russell 2500 Growth Risk-Free Index: FTSE 3-Month T-Bill Frequency: Monthly

#### General Information

Asset Class: Primary Universe: Marketing Contact: Title: Phone / Fax Email Address: United States - Equity eVestment US Small-Mid Cap Growth Equity Ken Rogers Marketing Contact 914-251-1084 / ken@arrowpartners.com

# Key Facts Primary Capitalization: Primary Style Emphasis: Preferred Benchmark: Total Product Assets: Total Product Accounts: Product Offered As:

Universe Ranking Analysis: Annualized Returns

Investment Focus:

Status:

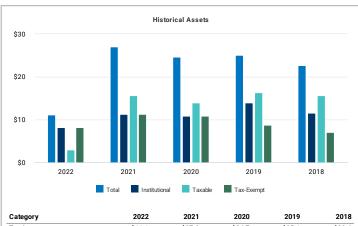
Product

Rank

Small-Mid Cap Growth Russell 2500 Growth \$11.1 4 PFSA Long Only Active

# Historical Product Assets & Universe Ranking Analysis vs US Small-Mid Cap Equity

# Historical Product Assets



Category	2022	2021	2020	2019	2018
Total	\$11.1	\$27.0	\$24.7	\$25.1	\$22.6
Institutional	\$8.2	\$11.3	\$10.8	\$14.0	\$11.6
Taxable	\$2.9	\$15.7	\$13.9	\$16.4	\$15.6
Tax-Exempt	\$8.2	\$11.3	\$10.8	\$8.7	\$7.0

	1st							
se	2nd							
Quartiles	3rd							
	4th							
		MRQ	YTD	1 Yr	3 Yrs	5 Yrs	7 Yrs	10 Yrs
Percentile		MRQ	YTD	1 Yr	3 Yrs	5 Yrs	7 Yrs	10 Yrs
5th		14.86	-3.89	-3.89	14.19	12.52	14.81	14.17
25th		11.62	-10.39	-10.39	9.13	9.31	11.86	12.26
Median		9.31	-16.72	-16.72	6.71	7.20	10.19	11.11
75th		6.45	-24.06	-24.06	4.50	5.79	8.82	10.18
95th		1.14	-33.97	-33.97	1.62	3.65	6.91	8.71

-26.21

81

2.58

90

4.09

92

6.44

96

9.27

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Periods Ending December 31, 2022

Universe Ranking Analysis: Calendar Year Returns

vs US Small-Mid Cap Equity 1st 2nd Quartiles 3rd 4th 2022 2021 2020 2019 2018 2017 2016 2015 2014 2013

	2022	2021	2020	2019	2018
Median	-16.72	24.18	17.26	28.72	-8.89
Product	-26.21	15.93	26.20	26.17	-10.31
Rank	81	78	33	68	57
	2017	2016	2015	2014	2013
Median	18.23	16.33	-1.41	6.55	38.36
Product	20.34	5.28	-0.39	7.47	46.44
Rank	38	90	36	42	9

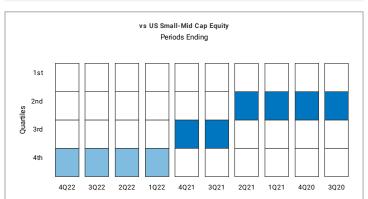
Universe Ranking Analysis: Rolling 3-Year Returns

6.47

75

-26.21

81



4Q22	3Q22	2Q22	1022	4Q21
6.71	6.42	7.47	15.16	22.88
2.58	3.67	3.83	12.59	22.67
90	81	86	77	52
3Q21	2Q21	1Q21	4Q20	3Q20
12.53	14.96	14.99	10.83	4.93
11.80	16.23	15.20	12.61	5.11
59	41	48	43	50
	6.71 2.58 90 <b>3Q21</b> 12.53 11.80	6.71 6.42   2.58 3.67   90 81   3Q21 2Q21   12.53 14.96   11.80 16.23	6.71 6.42 7.47   2.58 3.67 3.83   90 81 86 <b>3Q21 2Q21 1Q21</b> 12.53 14.96 14.99   11.80 16.23 15.20	6.71 6.42 7.47 15.16   2.58 3.67 3.83 12.59   90 81 86 77   3Q21 2Q21 1Q21 4Q20   12.53 14.96 14.99 10.83   11.80 16.23 15.20 12.61

Performance data displayed in Product Base Currency of US Dollar (USD) using Spot Rate (SR) conversion method.

# Essex Small/Mid Cap Growth

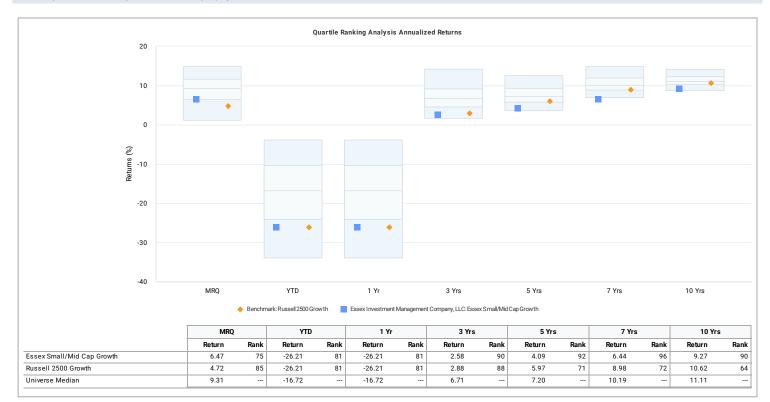
Track Record: USA - SA - Composite - Essex Small/Mid Cap Growth - Gross of Fees Risk Index: Russell 2500 Growth Risk-Free Index: FTSE 3-Month T-Bill Frequency: Monthly

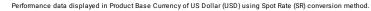
General Information
Asset Class: Primary Universe:
Marketing Contact: Title:
Phone / Fax: Email Address:

#### United States - Equity eVestment US Small-Mid Cap Growth Equity Ken Rogers Marketing Contact 914-251-1084 / ken@arrowpartners.com

Small-Mid Cap Growth Russell 2500 Growth \$11.1 4 PF,SA Long Only Active

# Peer Group Statistics & Ranking vs US Small-Mid Cap Equity





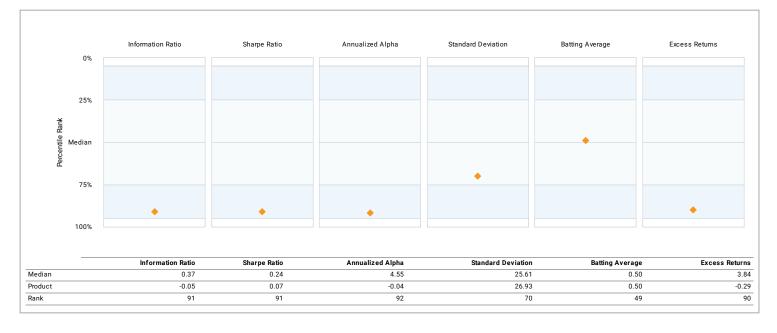
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## Essex Small/Mid Cap Growth

Track Record: USA - SA - Composite - Essex Small/Mid Cap Growth - Gross of Fees Risk Index: Russell 2500 Growth Risk-Free Index: FTSE 3-Month T-Bill Frequency: Monthly

Product Base Currency of US Dollar (USD)

# Three Year Statistics vs US Small-Mid Cap Equity vs Russell 2500 Growth



Performance data displayed in Product Base Currency of US Dollar (USD) using Spot Rate (SR) conversion method.

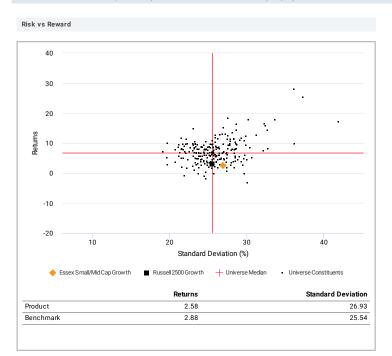


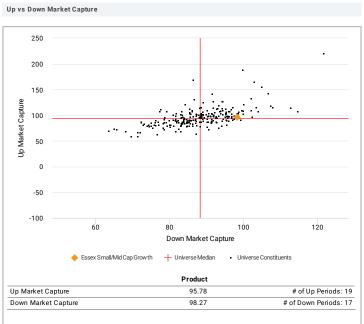
## Essex Small/Mid Cap Growth

Track Record: USA - SA - Composite - Essex Small/Mid Cap Growth - Gross of Fees Risk Index: Russell 2500 Growth Risk-Free Index: FTSE 3-Month T-Bill Frequency: Monthly

General Information		Key Facts	
Asset Class: Primary Universe:	United States - Equity eVestment US Small-Mid Cap Growth Equity	Primary Capitalization: Primary Style Emphasis:	Small-Mid Cap Growth
Marketing Contact:	Ken Rogers	Preferred Benchmark:	Russell 2500 Growth
Title:	Marketing Contact	Total Product Assets:	\$11.1
Phone / Fax: Email Address:	914-251-1084 / ken@arrowpartners.com	Total Product Accounts: Product Offered As:	4 PF,SA
		Investment Focus:	Long Only
		Status:	Active

## Risk vs Reward & Market Capture Analysis: 3 Years vs US Small-Mid Cap Equity









8 2 n 3022 3020 2022 1022 4021 3021 2021 2020 1020 40<sup>19</sup> 2019 1027 A020 301° 4022 Trk Error End End Trk Error End Trk Error

Tracking Error: Rolling 3-Year Periods

4Q22	6.10	3Q21	6.46	2Q20	5.23
3Q22	5.91	2Q21	6.26	1Q20	5.44
2Q22	6.04	1Q21	6.09	4Q19	4.60
1Q22	6.35	4Q20	5.45	3Q19	4.62
4Q21	6.52	3Q20	5.45	2Q19	4.61

Performance data displayed in Product Base Currency of US Dollar (USD) using Spot Rate (SR) conversion method.

# Small/Mid Cap

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
2012	20.9 %	19.5 %	16.1 %	7	\$21	\$612	3.4 %	0.4	19.7 %	19.8 %
2013	46.5 %	45.0 %	40.7 %	8	\$34	\$740	4.6 %	0.7	16.2 %	16.5 %
2014	7.5 %	6.4 %	7.1 %	8	\$30	\$683	4.4 %	0.3	12.4 %	12.5 %
2015	-0.4 %	-1.4 %	-0.2 %	9	\$36	\$677	5.4 %	0.5	13.6 %	13.3 %
2016	5.3 %	4.2 %	9.7 %	8	\$33	\$606	5.4 %	0.3	16.1 %	14.7 %
2017	20.3 %	19.2 %	24.5 %	9	\$38	\$765	5.0 %	0.3	14.6 %	13.0 %
2018	-10.3 %	-11.2 %	-7.5 %	8	\$23	\$622	3.6 %	0.6	17.2 %	15.3 %
2019	26.2 %	24.9 %	32.7 %	6	\$25	\$713	3.5 %	0.4	17.1 %	15.9 %
2020	26.2 %	25.0 %	40.5 %	≤ 5	\$25	\$786	3.1 %	-	26.3 %	23.9 %
2021	15.9 %	14.8 %	5.0 %	≤ 5	\$27	\$837	3.2 %	-	23.9 %	22.0 %

Essex Investment Management Company, LLC ("Essex") claims compliance with the Global Investment Performance Standards (GIPS<sup>®</sup>) 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, 2021. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the GIPS officies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. The Small/Mid Cap Growth composite has been examined for the periods April 1, 1986 through December 31, 2021. The verification and performance examination reports are available upon request. GIPS<sup>®</sup> is a registered trademark of CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

# 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 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/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. The composite inception date is 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 ChiefInvestment Officer and the key decision maker of Burridge Growth Partners. The investment composite has changed. Performance results for years prior to 2005 were achieved while the managers of the investment strategy were employed with The Burridge Grow LC. All portability requirements with respect to the GIPS<sup>o</sup> 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 2500° 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 a unmanaged, does not incur fees or expenses, and cannot 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, and direct expenses, but before custody fees and other indirect expenses. The net-of-fee returns are calculated by reducing monthly composite returns by a model fee of 0.0% which is the highest tier of the standard fee schedule. This composite does not incur any performance-based fees or carried interst. Composite networks 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 freturn 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 assuming \$1,000,000 inve

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 of the firm's composites descriptions and a list of limited distribution pooled fund descriptions are available upon request. Policies for valuing investments, calculating performance, and preparing GIPS Reports 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-one presentations. Registration as an investment adviser with the SEC does not imply a certain level ofskill 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. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request.

#### **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 precentage 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 inception 4/1/86. Returns include 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 everaging, short positions and derivatives has not been used by any of the accounts. The Russell 2500 Growth Index \* on tains those securities with a greater-than average growth orientation, and includes reinvestment of dividends. The Russell 2500 Growth Index \* is a trademark of Russell Investments. Russell Investments is the owner of the rademarks, 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 Advisers/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 to that of certain well-known and widely recognized indices Annindex 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 ensults presented are net of transaction costs, withholding taxes and direct expenses. Nut before management fees, custody fees and other indirect expenses. Net performance e-base

#### Performance Disclosures:

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



Essex Investment Management Company, LLC *www.essexinvest.com* 

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.