



Small Cap Advantage Product

December 31, 2017

At a Glance

Product Assets: \$455 Million

Minimum Investment : \$3 Million

Status: Open

Inception Date: September 28, 2015

Benchmark: Russell 2000 Growth

Capitalization: Typically, \$50 Mil - \$2 Bil at purchase

Portfolio Managers: Gary C. Hatton, CFA
Andrew L. Beja, CFA

Typical Number of Holdings: ± 95

Distinguishing Factors

- GIM Advantage leverages the firm's proven multi-PM sleeve-managed approach, which avoids the volatility of a star mentality while encouraging creative thinking that can be dampened by a committee.
- GIM believes investors with an intermediate term perspective can benefit, as enterprise growth drives stock prices; but over shorter time periods, market sentiment can have an equally vital impact. Both enterprise growth and market sentiment must be considered.
- Every company in the portfolio is placed into one of three investment categories: Core Growth, Pioneer and Special Situation. These LifeCycle categories each have different performance drivers, and thus provide true diversification and help to mitigate risk in varied market environments.
- Lifecycle Diversification has led our smaller company portfolios to deliver excellent relative performance in both rising and volatile markets, along with strong upside/downside capture ratios within our peer universe.

Investment Approach

Granahan Investment Management (GIM) uses a rigorous research approach in order to uncover and thoroughly vet the best opportunities in the small cap market.

- With the depth in our research staff, we can locate growth not only in traditional sectors, but also in unexpected areas of the market where other managers rarely venture.
- Our focus is on owning businesses that can generate predictable and expanding operating margins, benefit from barriers to competition, and that have strong balance sheets to enable the company to withstand shocks.
- We prefer solid businesses with an ability to execute an effective growth strategy, and management teams that have the breadth, integrity and vision to see around corners.
- Our edge is identifying company dynamics that will play out over time in a diversified small cap portfolio, not solely predicting quarterly earnings within a short term lens.

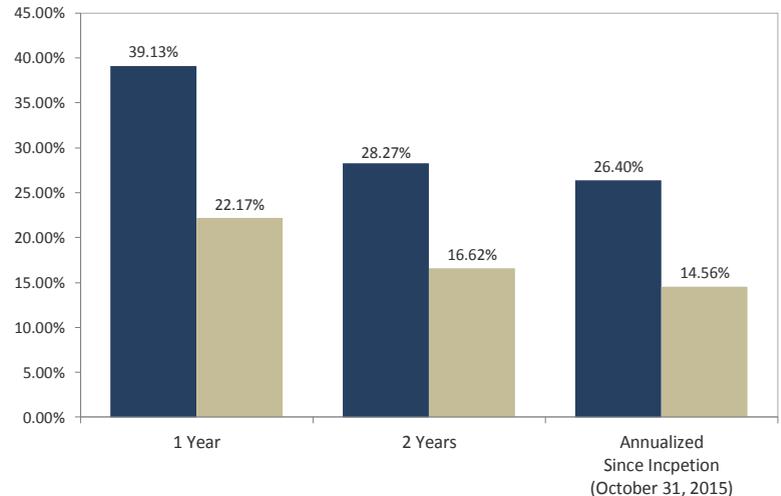
Firm History

Founded in 1985, Granahan Investment Management, Inc. is a 100% employee-owned firm specializing in smaller cap equity investments for large institutions and wealthy individuals. The firm utilizes fundamental, bottom-up research to uncover and invest in fast growing companies. The firm manages over \$1 billion in institutional assets, and the founding principals have continuously strengthened the investment team which now totals seven professionals.

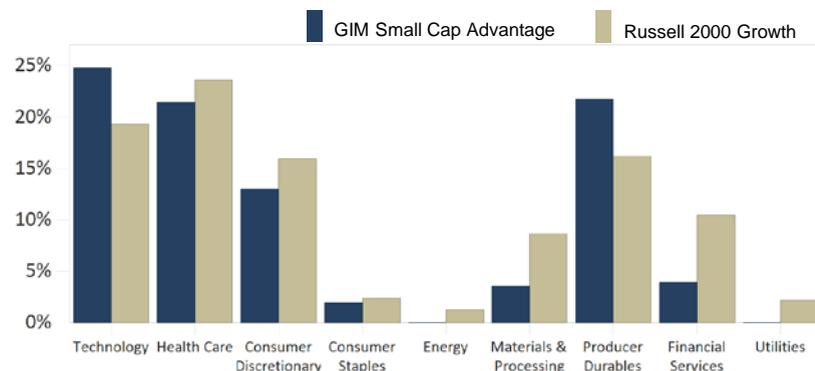
Performance: Net of Fees

As of December 31, 2017

GIM SC Advantage Russell 2000 Growth



Sector Diversification: Individual stock selection

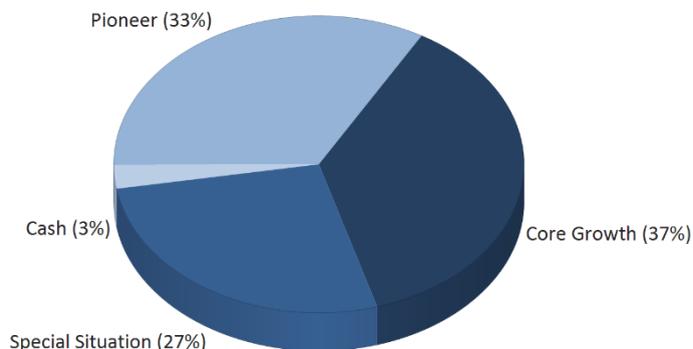


Portfolio Characteristics

Characteristic	Portfolio	Russell 2000 Growth
Median Market Cap	\$1,293.2 mil	\$1,007.3 mil
Weighted Avg. Market Cap	\$2,164.6 mil	\$2,639.7 mil
Active Share	91.29%	0.00%
Est 3-5 Yr EPS Growth	20.0%	14.3%
PEG using FY1 Est	3.99%	2.76%
LT Debt/Capital	18.0%	35.9%
Price to Book	4.40x	4.55x

Source: FactSet

Life Cycle Diversification: Adds stability



Holdings and Characteristics are Supplemental Information. Please reference accompanying fully compliant GIPS Presentation.

Top 10 Portfolio Holdings

Security	Life Cycle Category	Percent of Portfolio
COSTAR CORP	Core Growth	3.3%
2U INC	Pioneer	3.1%
SODASTREAM INTERNATIONAL	Special Situation	3.1%
LIVEPERSON	Special Situation	2.9%
ECHO GLOBAL LOGISTICS	Core Growth	2.8%
KORNIT DIGITAL	Pioneer	2.2%
TITAN MACHINERY	Special Situation	2.0%
AXON ENTERPRISE	Core Growth	2.0%
TELEDOC	Pioneer	1.9%
STRAYER EDUCATION	Core Growth	1.8%

Model Portfolio: 7/31/07 – 12/31/17

The performance below represent the **GIM Advantage hypothetical portfolio**, which combines in equal weights a representative portfolio from both [GIM Focused Growth Composite](#) and [GIM Small Cap Discoveries Composite](#). GIM Advantage Model returns are calculated by FactSet and assume component portfolios are rebalanced to equal weights (50/50) on the first day of each calendar year. Net returns for the model portfolio are total returns reduced by our standard fee of 1%. Net returns for the GIM SC Focused Growth and the GIM SC Discoveries composites are total returns reduced by actual account fees. The SCFG portion of the composite includes returns from the portfolio manager’s prior firm, from inception of August 1, 2007 through December 30, 2011.

Annualized Performance: Net of Fees - Model Portfolio

	1 Year	3 Years	5 Years	7 Years	07/31/07 – 12/31/17
Model Portfolio	39.34%	13.43%	19.30%	17.45%	13.53%
<i>GIM SC Focused Growth Composite</i>	34.55%	12.71%	19.07%	18.64%	14.39%
<i>GIM SC Discoveries Composite</i>	40.78%	14.38%	19.87%	16.97%	13.47%
Russell 2000 Growth	22.17%	10.28%	15.21%	12.34%	9.14%

Supplemental Information. Please reference accompanying fully compliant GIPS Presentation.

Small Cap Advantage Composite										
Date										
As of 12/31/17	Composite Gross Return	Russell 2000 Growth Return	Composite Assets \$ Mil	Composite # Accts	Composite 3-Yr. Std. Dev.	Russell 2000 Growth 3-Yr. Std. Dev.	Composite Dispersion	Composite Net Return	Non-Fee Assets	Firm Assets \$ Mil
2017	39.68%	22.17%	\$455.3	<5	NA	14.59	NA	39.13%	0.0%	\$1,353.5
2016	18.80%	11.32%	\$272.8	<5	NA	16.67	NA	18.26%	0.0%	\$2,996.5
2015*	1.02%	-1.28%	\$266.1	<5	NA	14.95	NA	0.98%	0.0%	\$3,045.4
NA – Dispersion information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year; Standard deviation information has fewer than three years' data. *Partial year performance: October 31, 2015 through December 31, 2015.										

Composite Footnotes

Granahan Investment Management claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Granahan Investment Management has been independently verified for the periods January 1, 1993 through December 31, 2015. 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. GIM is an independent, SEC-registered investment firm that oversees small and mid-cap equity portfolios for large institutions and wealthy individuals. The Small Cap Advantage strategy is a distinct combination of two long standing individual strategies – Small Cap Focused Growth and Small Cap Discoveries. The Small Cap Advantage product utilizes fundamental, bottom-up research and analysis to invest in companies in the small cap sector of the market. The Focused Growth PM seeks sustainable growth companies and the Discoveries PM looks for unrecognized growth. The benchmark for the Small Cap Advantage product is the Russell 2000 Growth. The composite, created in October 2015, is calculated by asset-weighting the performance of each account on a monthly basis. Accounts are included beginning with the first full month under management and terminated accounts are included in the composite. Performance calculations, expressed in U.S. dollars, produce a total return including cash and the reinvestment of dividends and interest. The dispersion is a standard deviation using equal-weighted total returns for accounts in the composite the entire year. The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. Leverage is not utilized. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. Returns are gross of investment management fees, which when included, reduce investment returns. Net returns are total returns reduced by actual investment management fees. The standard fee for accounts managed in the Small Cap Advantage style is payable quarterly in arrears and is calculated by applying the ANNUAL rate of 1.00% times the average value of the assets in the account on the last day of each month in the quarter. Fees are collected quarterly, which produces a compounding effect on the total rate of return net of management fees. Market value is based on trade date and security pricing is supplied by Telemet. A complete list and description of all of the firm's composites is available upon request. Past performance is no guarantee of future results.