



Small Cap Advantage Product

September 30, 2019

At a Glance

Product Assets: \$675 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

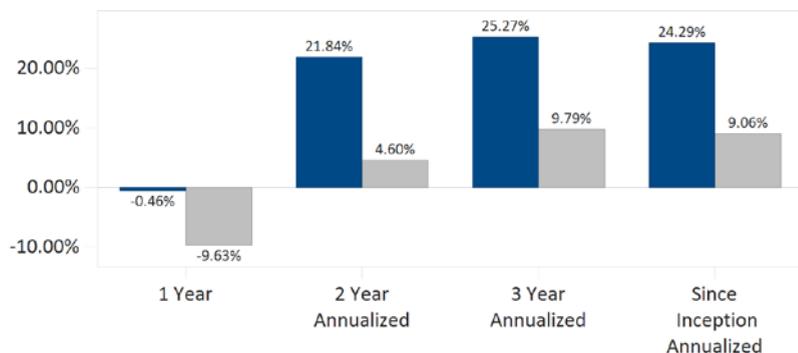
Founded in 1985, Granahan Investment Management, Inc. is a 100% employee-owned firm specializing in smaller cap equity investments for large institutions and wealthy individuals. The firm utilizes fundamental, bottom-up research to uncover and invest in fast growing companies. The firm manages over \$1.8 billion in client assets, and the founding principals have continuously strengthened the investment team which now totals seven professionals.

Annualized Performance: Net of Fees

As of September 30, 2019

GIM Small Cap Advantage

Russell 2000 Growth

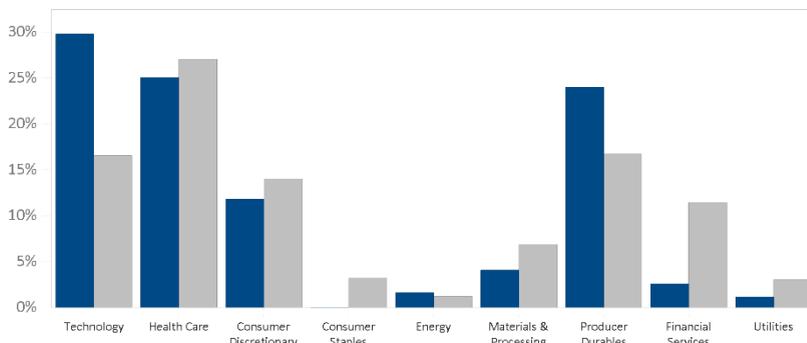


Performance is net of fees; Inception Date: 10/31/2015

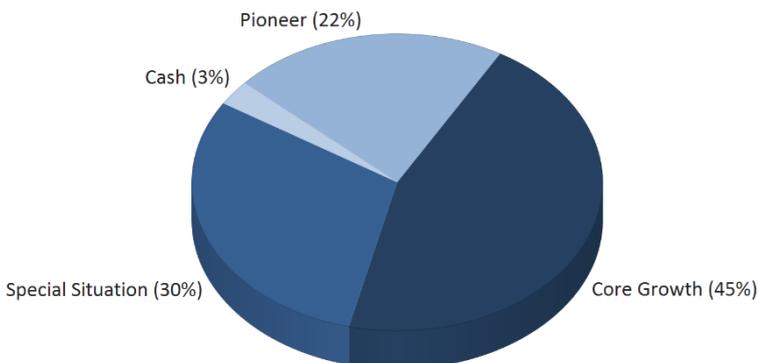
Sector Diversification: Individual stock selection

GIM Small Cap Advantage

Russell 2000 Growth



Life Cycle Diversification: Adds stability



Small Cap Advantage Composite										
Date										
As of 9/30/2019	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
YTD 2019	26.16%	15.34%	\$674.8	<5	18.75	17.23	NA	25.78%	0.0%	\$1,866.4
2018	12.57%	-9.31%	\$545.1	<5	18.96	16.46	NA	12.10%	0.0%	\$1,481.6
2017	39.68%	22.17%	\$455.3	<5	NA	14.59	NA	39.13%	0.0%	\$1,350.8
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, 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. 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.

Top Ten Holdings

Security	Life Cycle Category	Percent of Portfolio	Characteristic	Portfolio	Russell 2000 Growth
LIVEPERSON	Special Situation	4.3%	Median Market Cap	\$1,306.8 mil	\$855.9 mil
COSTAR CORP	Core Growth	4.1%	Weighted Avg. Market Cap	\$3,586.9 mil	\$2,459.4 mil
PAYLOCITY HOLDINGS CORP	Pioneer	3.5%	Active Share	90.21%	-
ETSY INC	Core Growth	3.4%	Est 3-5 Yr EPS Growth	23.6%	16.3%
BROOKS AUTOMATION	Special Situation	2.7%	Forward P/E Ratio	27.7x	20.9x
AXON ENTERPRISE	Core Growth	2.7%	Annual Portfolio Turnover	57.9%	-
PAYCOM SOFTWARE	Core Growth	2.4%	Dividend Yield	0.21%	0.75%
SPS COMMERCE	Core Growth	2.0%	Price to Book	3.61x	3.83x
COUPA SOFTWARE INC	Pioneer	2.0%			
ONESPAWORLD HOLDINGS	Special Situation	1.9%			

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

