

# Global Small Cap Strategy

September 30, 2021

## At a Glance

**Product Assets:** \$69 Million  
**Minimum Investment :** \$5 Million  
**Status:** Open  
**Inception Date:** May 31, 2016  
**Benchmark:** MSCI World Small Cap Index (net)  
**Capitalization:** Typically, \$300 Mil - \$5 Bil at purchase  
**Portfolio Manager:** Jeff Harrison, CFA  
**Typical Number of Holdings:** ± 60

## Distinguishing Factors

- The strategy capitalizes on **GIM's bottom-up research expertise** to find and invest in strong small cap companies across the developed world. Performance is driven by stock selection.
- We seek companies that exhibit potential for **robust enterprise growth driven by secular change**. Subsequently, we use market volatility to invest in these well-positioned companies when risk/reward is attractive.
- We utilize our unique **LifeCycle diversification tool** to increase the opportunity set, gauge market sentiment, and mitigate risk. Lifecycle diversification provides a window into sentiment mispricing and has proven successful over many years of investing in the small cap sector.
- LifeCycles allow us to focus on security selection to add alpha. The portfolio is built from the bottom up with sector and country selection a result of, and secondary to, security selection. **The portfolio maintains a near neutral weight to the benchmark with respect to US/non-US exposure.**
- We are long-term investors;** only a select number of companies fit our fundamental growth criteria. We believe in having conviction in our analysis and patience in our conviction.

## Investment Philosophy

We believe that enterprise growth drives stock prices, **but over shorter time periods, market sentiment can have an equally vital impact.**

We believe extensive company research can best uncover **enterprise growth**. Our research allows us to determine underlying company quality, management team strength, competitive positioning, as well as catalysts for improving margins and a market environment for future success.

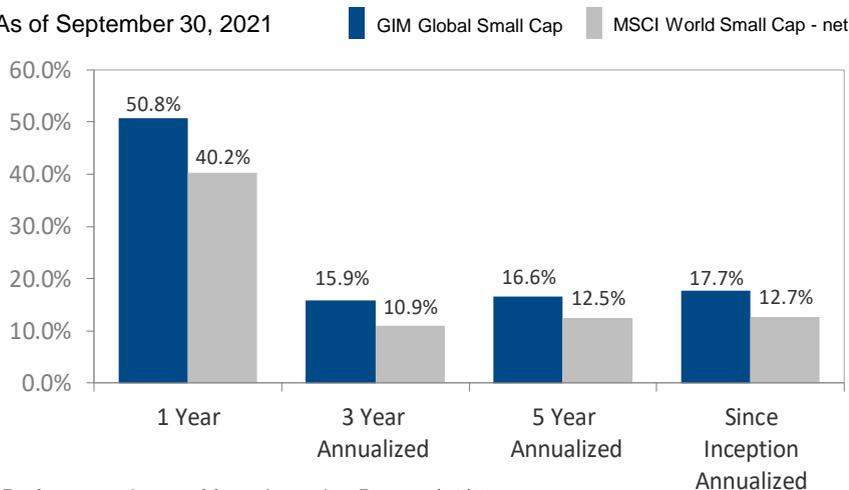
As part of a disciplined portfolio construction process, at GIM, every company in the portfolio is placed into one of three investment categories: **Core Growth, Pioneer and Special Situation**. **These LifeCycle categories have disparate performance drivers, providing true diversification and risk mitigation in the portfolio.**

## 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 founding principals have continuously strengthened the investment team which now totals nine professionals.

## Annualized Performance: Net of Fees (USD)

As of September 30, 2021

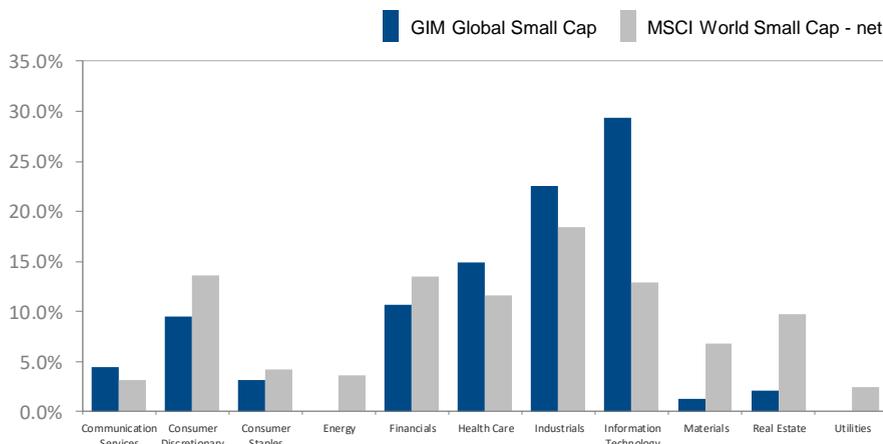


Performance is net of fees; Inception Date: 5/31/16

## Top Ten Country Weights (%)

Ten Largest Country Weights	% Portfolio	% MSCI World Small Cap
United States	50.1%	57.5%
Canada	7.7%	3.5%
United Kingdom	7.1%	6.4%
Japan	5.9%	10.8%
Germany	4.4%	1.8%
Netherlands	3.7%	1.0%
Bermuda	2.6%	0.5%
Israel	2.5%	1.1%
Norway	2.2%	0.8%
Australia	2.0%	3.2%
<b>TOTAL</b>	<b>88.2%</b>	<b>86.6%</b>

## Sector Diversification: Individual stock selection



Global Small Cap Composite										
Date	Composite Gross Return	Composite Net Return	MSCI World Small Cap Index (net)	Composite Assets \$ Mil	Composite # Accts	Composite 3-Yr. Std. Dev.	MSCI World Small Cap (net) 3-Yr. Std. Dev.	Composite Dispersion	Non-Fee Assets	Firm Assets \$ Mil
As of 9/30/21										
YTD 2021	18.04%	17.18%	13.23%	\$69.0	<5	23.79	22.84	NA	0.5%	\$5,424.9
2020	28.62%	28.01%	15.96%	\$63.6	<5	23.76	22.80	NA	0.5%	\$4,573.1
2019	27.15%	25.50%	26.19%	\$0.23	<5	14.25	12.94	NA	100%	\$2,211.3
2018	-10.54%	-11.66%	-13.86%	\$0.18	<5	NA	12.61	NA	100%	\$1,481.6
2017	30.23%	28.55%	22.66%	\$0.21	<5	NA	10.93	NA	100%	\$1,350.8
2016*	12.17%	11.35%	8.09%	\$0.24	<5	NA	12.22	NA	100%	\$2,996.5

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: May 31, 2016 through December 31, 2016.

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, 2019. The verification report(s) is/are available upon request. 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. Verification does not ensure the accuracy of any specific composite presentation. The Global Small Cap product invests primarily in small cap stocks of companies primarily in the United States and foreign developed markets, with up to 10% exposure to emerging markets. The strategy utilizes a fundamentals-driven research process to identify well-positioned high-quality small companies. Results of the composite are shown compared to the Morgan Stanley Capital International –World Small Cap Index, an unmanaged index based on share prices of a select group of global developed and emerging market stocks that are available to global investors. The composite, created in May 2016, is calculated by asset-weighting the performance of each account on a monthly basis. Composite represents all accounts managed in the Global Small Cap style. 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, and is net of foreign withholding taxes on dividends. Effective January 1, 2021, the composite is subject to a significant cash flow removal policy for accounts with external flows greater than or equal to 75% of market value. 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 shown both net and gross of fees. Effective January 1, 2021, the standard management fee of 1% per annum is applied to all accounts to calculate the net return. Prior to that, net of fee returns were calculated using either actual investment fees charged to the account or for accounts that pay no management fee, the standard management was applied to calculate the net return. Gross returns are gross of investment management fees, which when included, reduce investment returns. The standard fee for institutional accounts managed in the Global Small Cap 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
Perficient Inc	Core Growth	3.04%
Veracyte Inc	Pioneer	2.93%
S4 Capital Plc Ord Gbp0.25	Pioneer	2.88%
WillScot Mobile Mini Hldgs Corp	Core Growth	2.82%
Casella Waste Systems, Inc.	Core Growth	2.63%
Pure Storage Inc	Core Growth	2.61%
James River Group Holdings	Core Growth	2.60%
Brooks Automation	Special Situation	2.56%
Kornit Digital Limited	Core Growth	2.53%
Chefs Warehouse Inc	Special Situation	2.50%

Characteristic	Portfolio	MSCI World Small Cap Index
Median Market Cap	\$3,471.9 mil	\$1,659.4 mil
Weighted Avg. Market Cap	\$4,029.7 mil	\$4,702.9 mil
Active Share	98.5%	-
Est 3-5 Yr EPS Growth	25.4%	16.8%
Forward P/E Ratio	32.2x	16.0x
Dividend Yield	0.3%	1.4%
Price to Book	3.8x	2.0x

Source: FactSet

The securities identified and described do not represent all of the securities purchased, sold or recommended for client accounts. The reader should not assume that an investment in the securities identified was or will be profitable. A complete list of holdings is available upon request. This information is presented as supplemental to the GIPS Presentation above.

