

# Microcap Growth Strategy

March 31, 2024

## At a Glance

- Product Assets:** \$16 Million
- Minimum Investment :** \$3 Million
- Status:** Open
- Inception Date:** July 31, 2020
- Benchmark:** Russell Microcap Growth Index
- Capitalization:** Typically, \$50 Mil - \$750 Mil at purchase
- Portfolio Manager:** Jeffrey A. Harrison, CFA
- Typical Number of Holdings:** ± 45

## Distinguishing Factors

- The strategy capitalizes on **GIM's bottom up research expertise** to find and invest in microcap growth companies – those on the smaller end of the market cap spectrum, and frequently with less mature business models. Performance is driven by stock selection.
- We seek companies that exhibit potential for **robust enterprise growth driven by secular change** and/or other market dynamics. Subsequently, we use disciplined valuation tools 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 allocation a result of, and secondary to, security selection. The team's expertise in the healthcare and technology sectors are reflected in the portfolio.
- We are long-term investors;** only a select number of companies from the less proven microcap universe 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, for the skilled investor, that the under-followed microcap sector provides outsized opportunities for capital appreciation.**

We believe extensive company research can best uncover potential **enterprise growth in less mature microcap sector.** 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.

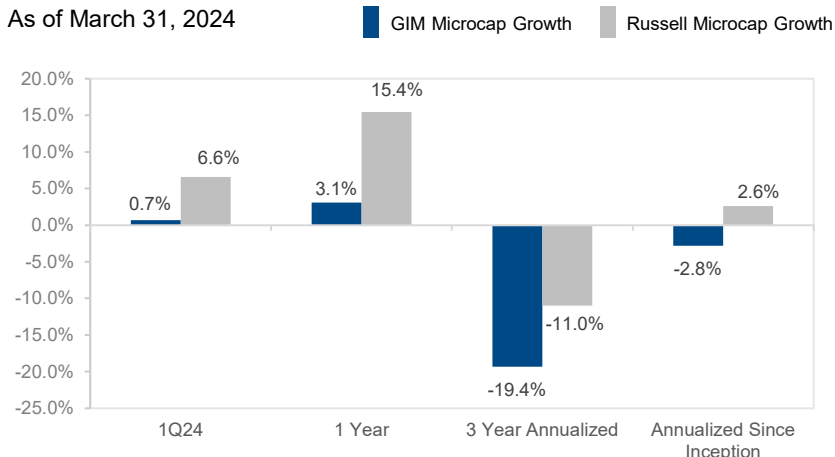
As part of a disciplined portfolio construction process, at GIM, every company in the portfolio is placed into one of three investment categories: **Core Growth, Pioneer and Special Situation. These LifeCycle categories have disparate performance drivers, providing true diversification and risk mitigation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

## Firm History

Founded in 1985, Granahan Investment Management is an 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 eight professionals.

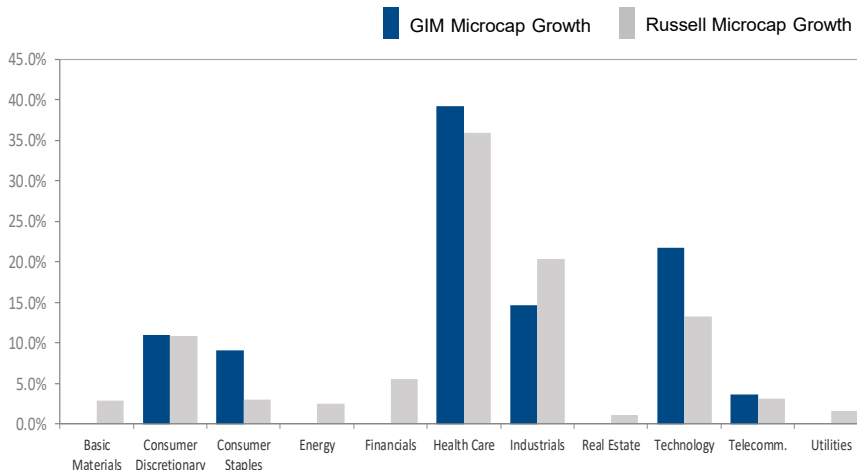
## Performance: Net of Fees

As of March 31, 2024

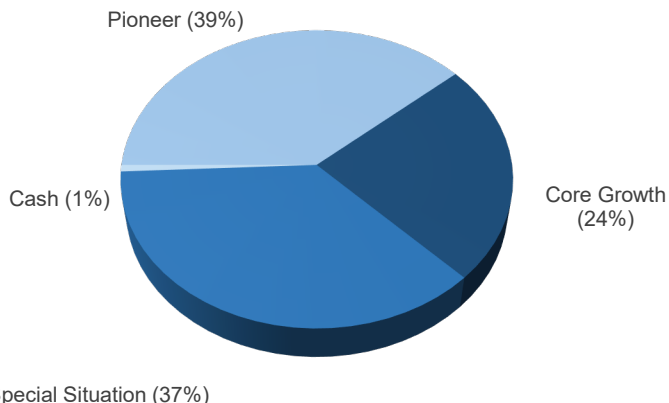


Performance is net of fees; Inception Date: 7/31/20

## Sector Diversification: Individual stock selection



## Life Cycle Diversification: Adds stability



Graphs and Statistics are Supplemental Information. Please reference fully compliant GIPS Presentation on reverse side.

Microcap Growth Composite									
Date									
As of 12/31/2023	Composite Gross Return	Composite Net Return	Russell Microcap Growth Index	Composite Assets \$ Mil	Composite # Accts	Composite 3-Yr. Std. Dev.	Russell Microcap Growth 3-Yr. Std. Dev.	Composite Dispersion	Firm Assets \$ Mil
2023	10.00%	8.91%	9.11%	\$16.3	5 or fewer	29.06	24.69	NA	\$3,098.9
2022	-34.38%	-35.05%	-29.76%	\$12.9	5 or fewer	NA	NA	NA	\$3,326.8
2021	-11.55%	-12.43%	0.88%	\$16.4	5 or fewer	NA	NA	NA	\$4,964.2
2020*	44.52%	44.39%	33.34%	\$17.3	5 or fewer	NA	NA	NA	\$4,573.1
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: July 31, 2020 through December 31, 2020.									

#### 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, 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 firm's policies and procedures related to composite and pooled 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. Verification does not provide assurance on the accuracy of any specific performance report. The verification report(s) is/are available upon request. GIM is an independent, SEC-registered investment firm that oversees small and mid-cap equity portfolios for large institutions and wealthy individuals. The Microcap Growth product utilizes fundamental, bottom-up research and analysis to invest in companies in the micro-cap and emerging growth sector of the market. The benchmark for Microcap Growth product is the Russell Microcap Growth Index. The composite was created in July 2020, and the inception date is July 31, 2020 and is calculated by asset-weighting the performance of each account on a monthly basis. Composite represents all accounts managed in the Microcap Growth 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. 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 gross of fees returns 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 accounts managed in the Microcap Growth 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 and broad distribution pooled funds is available upon request. Past performance is no guarantee of future results. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

#### Top Ten Holdings

Security	Life Cycle Category	Percent of Portfolio
Columbus McKinnon Corp.	Special Situation	4.4%
OrthoPediatrics Corp	Core Growth	3.7%
BioLife Solutions	Pioneer	3.7%
Bel Fuse Inc	Special Situation	3.6%
Alta Equipment Group Inc	Special Situation	3.6%
Veeco Instruments Inc.	Special Situation	3.5%
PDF Solutions Inc	Special Situation	3.5%
CEVA Inc	Special Situation	3.4%
PROS Holdings Inc	Core Growth	3.3%
Portillo's Inc	Core Growth	3.3%

Characteristic	Portfolio	Russell Microcap Growth
Median Market Cap	\$765.9 mil	\$184.5 mil
Weighted Avg. Market Cap	\$902.9 mi	\$984.8 mil
Active Share	94.7%	-
Est 3-5 Yr EPS Growth	10.2%	17.5%
Forward P/E Ratio	24.4x	18.2x
Dividend Yield	0.1%	0.5%
Price to Book	2.4x	3.2x

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.

Granahan Investment Management LLC ("GIM") is an independent SEC registered investment advisor. Registration does not imply a certain level of skill or training. More information about GIM's investment advisory services can be found in its Form ADV Part 2, which is available upon request. This material is provided for informational and educational purposes only.



Granahan Investment Management, LLC

Small Cap Equity Specialist Since 1985

404 Wyman St., Suite 460, Waltham MA 02451 781-890-4412 [www.granahan.com](http://www.granahan.com) [info@granahan.com](mailto:info@granahan.com)