

## About Us

**Founded:** 1982

**Headquarters:** Boston, MA

**AUM:** \$2.7B

**Investment Team:** 21 members

**Average Industry Tenure:** 20 years

## Investment Capabilities

We offer multi-asset investment capabilities with a strong quantitative discipline, specifically:

- U.S. large cap core, growth, and value
- U.S. small cap core, growth, and value
- International equity and ADR
- Global tactical asset allocation
- Blended/custom strategies
- Socially responsible/faith based

## Small Cap Growth Equity

Inception: March 31, 2012

Composite Assets: \$66m

Account Minimum: SMA \$5m

Minimum Fee: \$45,000

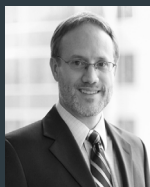
## Portfolio Management Team



**James Gaul, CFA**  
 VP & Portfolio Manager  
 Industry start: 1998  
 Firm start: 2005  
 Babson College - BS  
 Boston University - MS



**Douglas A. Riley, CFA**  
 Sr. VP & Director of  
 Growth Equity Investing  
 Industry start: 1991  
 Firm start: 2002  
 Emory University - BS  
 Northeastern University - MBA



**David Hanna**  
 Sr. VP & Director of Institutional  
 Portfolio Management  
 Industry start: 1987  
 Firm start: 2006  
 Pennsylvania State University - BS



**Michael J. Vogelzang, CFA**  
 CIO, President  
 Industry start: 1984  
 Firm start: 1997  
 Calvin College - BA

## Investment Strategy & Process

### Investment Strategy

- The Small Cap Growth Equity Strategy pursues well-rounded stocks with attractive growth rates that also rank well with respect to valuation, earnings quality and investor sentiment.
- The portfolio management team uses robust, quantitative stock selection models to identify companies that have attractive risk/return profiles.
- The team further evaluates companies from a qualitative standpoint considering, but not limited to, the business model, strategic advantages and industry dynamics.

### Investment Process

- The investment process begins with proprietary, quantitative research and modeling that helps the team define the market environment, analyze the investment universe and rank stocks from most to least attractive.
- The firm's proprietary, multi-factor model emphasizes key company characteristics, including valuation, growth and profitability, earnings quality and investor sentiment.
- Fundamental research complements this data-focused analysis. The portfolio team contributes a qualitative overlay to the process by reviewing buy/sell candidates and industry rankings to validate and interpret model rankings.
- The combination of the two disciplines results in a portfolio in which managers have high conviction in holdings, turnover is typically 70 - 100 percent, and there is a deeper understanding of the portfolio's overall dynamics and composition.
- Sophisticated risk modeling is used to analyze and monitor portfolio risk on an ongoing basis.

Performance	Quarter to Date	Year to Date	1 Year	3 Years*	5 Years*	Since Inception (3/31/12)*
Total Returns						
Small Cap Growth Equity - Gross	4.79%	12.33%	18.79%	16.88%	15.22%	17.01%
Small Cap Growth Equity - Net	4.55%	11.58%	17.73%	15.84%	14.19%	15.97%
Russell 2000 Growth	5.52%	15.76%	21.06%	17.98%	12.14%	14.24%

\*Annualized returns

Risk Statistics	Small Cap Growth Equity (Gross)	Russell 2000 Growth
Since Inception (March 31, 2012)		
Sharpe Ratio	1.42	1.20
Standard Deviation	11.71%	11.57%
Beta vs. Russell 2000 Growth	0.94	1.00
Up Capture vs. Russell 2000 Growth	110.49%	100.00%
Down Capture vs. Russell 2000 Growth	85.65%	100.00%
Batting Average vs. Russell 2000 Growth	0.69%	----

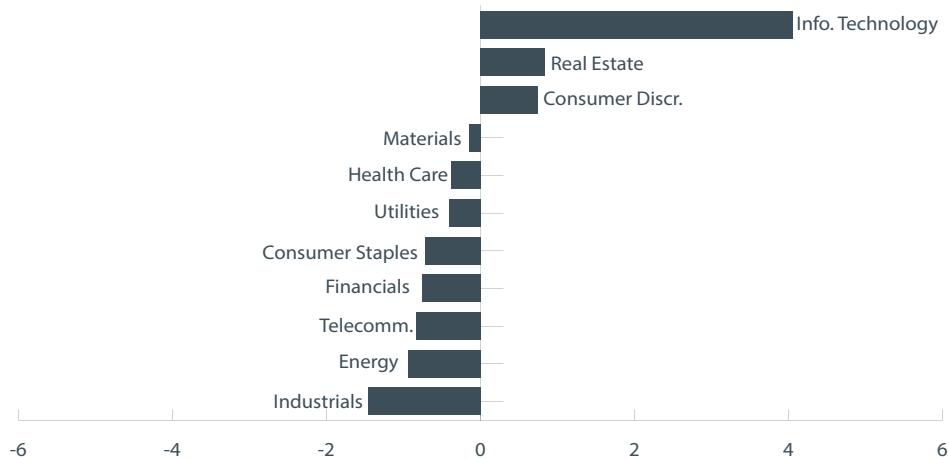
Source: eVestment Analytics, quarterly data

Sharpe ratio, standard deviation, beta, up capture, down capture and batting average statistics are calculated using quarter end composite return values. The above data is intended to supplement the composite presentation located at the end of this presentation.

Portfolio Characteristics	Small Cap Growth Equity	Russell 2000 Growth	Difference
P/E Trailing*	21.8	25.2	(3.4)
P/E Forward*	21.9	39.0	(17.1)
Price to Book*	3.8	4.4	(0.7)
Price to Cashflow*	13.3	15.1	(1.8)
Earnings Growth (Past 3 Yrs)	17.7	18.7	(1.0)
Market Cap - Mean (\$Mil)	\$2,468	\$2,659	(\$191)
Market Cap - Median (\$Mil)	\$2,301	\$1,034	\$1,267
Market Cap - Weighted Median (\$Mil)	\$2,308	\$2,437	(\$129)

\*Weighted harmonic average

#### Sector Over/Under Weights vs. Russell 2000 Growth



	Top 10 Holdings (excluding cash)	%
1	Ingevity Corporation	2.16
2	Etsy, Inc.	1.98
3	Malibu Boats Inc Class A	1.92
4	Essent Group Ltd.	1.92
5	Harsco Corporation	1.90
6	Callaway Golf Company	1.86
7	New Relic, Inc.	1.84
8	RMR Group, Inc. Class A	1.82
9	Marcus Corporation	1.78
10	Lattice Semiconductor Corporation	1.77
	Total	18.96

Source: Factset. Fundamental characteristics, top 10 holdings and sector allocations are for a representative account and are shown for illustrative purposes only. Each account is managed individually. Accordingly account characteristics may vary. The above data is intended to supplement the composite presentation located at the end of this presentation.

BOSTON ADVISORS, LLC SMALL CAP GROWTH EQUITY COMPOSITE ANNUAL DISCLOSURE PRESENTATION									
Year End	Firm Assets	Composite Assets		Annual Performance Results				3 Year Standard Deviation	
	USD (billions)	USD (millions)	Number of Accounts	Composite Gross	Composite Net	Russell 2000 Growth	Composite Dispersion	Composite	Russell 2000g
2012	\$2.2	\$11.9	<6	1.89%*	1.21%*	1.16%*	**		
2013	\$2.5	\$17.4	<6	46.88%	45.56%	43.30%	**		
2014	\$2.7	\$18.2	<6	16.44%	15.40%	5.60%	**		
2015	\$4.7	\$35.1	<6	0.93%	0.03%	-1.38%	**	14.30%	14.95%
2016	\$4.7	\$49.5	<6	13.21%	12.19%	11.32%	**	15.23%	16.67%
2017	\$5.0	\$57.0	<6	24.16%	23.04%	22.17%	**	13.49%	14.59%

\* Performance is for partial year period, since inception March 31, 2012.

\*\* Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire period.

**Boston Advisors, LLC Small Cap Growth Equity Composite** contains all discretionary, fee paying, institutional accounts with a minimum portfolio size of \$500k that invest in small capitalization equity securities and for comparison purposes is measured against the Russell 2000 Growth Index. The Small Cap Growth Equity Composite was created March 31, 2012. Boston Advisors, LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Boston Advisors, LLC has been independently verified for the periods April 1, 2006 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. The Small Cap Growth Equity composite has been examined for the periods April 1, 2012 through December 31, 2017. The verification and performance examination reports are available upon request. Boston Advisors, LLC is an independent registered investment advisor located in Boston, Massachusetts. The firm maintains a complete list and description of composites, which is available upon request. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Past performance is not indicative of future results. The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of management fees and include the reinvestment of all income. Net of fee performance was calculated using the highest applicable stated management fee of 0.90% on total assets, applied quarterly. Actual investment advisory fees incurred by clients may vary. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the 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. The three-year annualized ex-post standard deviation of the composite and/or benchmark is not presented prior to 2015 because 36 monthly returns are not available. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. The Small Cap Growth Composite fee schedule is as follows: First \$25 million 0.90%, Next \$25 million 0.85%, Balance 0.80%

To learn more about Boston Advisors' investment capabilities, please contact:

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