

About Us

Founded: 1982

Headquarters: Boston, MA

AUM: \$4.4B

Investment Team: 21 members

Average PM Industry Tenure: 20 years

Investment Capabilities

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

- Ultra Dividend
- Equity Income
- Focused Appreciation
- Global tactical asset allocation
- Blended/custom strategies

Focused Appreciation

Inception: December 31, 2009

Composite Assets: \$9m

Account Minimum: SMA \$1m

Portfolio Management Team



Lawrence C. Manning Jr., CFA

Senior Vice President & Portfolio Manager

Industry start: 1983

Firm start: 2002

Saint Anselm College - BA

Bentley University - MSF

Investment Strategy & Process

Investment Strategy

- The Focused Appreciation Strategy seeks to provide long-term growth of capital by investing primarily in the stocks of quality, U.S. companies. The strategy considers a wide range of stocks regardless of style or size and favors companies that offer longer-term, above-average appreciation prospects and attractive valuations.
- We believe one of the best ways to capture pricing anomalies is through the complementary disciplines of quantitative and fundamental analysis. Robust quantitative models provide a consistent and systematic means to capture inefficiencies, while a fundamental overlay approach empowers the data by providing context and perspective.

Investment Process

- The investment process begins with proprietary, quantitative research and modeling that helps us define the market environment, analyze the investment universe, and rank stocks from most to least attractive.
- Our 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 contextualize and interpret model rankings and validate key recommendations.
- The combination of the two disciplines results in a portfolio in which managers have high conviction in holdings, turnover is typically 50-100 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.
- The strategy generally maintains between 30-45 securities.

Performance Total Returns Ending

	Quarter to Date	Year to Date	1 Year	3 Years*	5 Years*	Since Inception (12/31/09)*
Focused Appreciation - Gross	6.47%	10.61%	26.89%	10.40%	13.75%	13.62%
Focused Appreciation - Net	6.29%	10.25%	26.05%	9.63%	12.93%	12.82%
Russell 3000	3.89%	3.22%	14.78%	11.58%	13.29%	13.48%

*Annualized returns

Risk Statistics | Turnover (Since Inception December 31, 2009)

	Focused Appreciation (Gross)	Russell 3000
Sharpe Ratio	0.96	1.07
Standard Deviation	13.86%	12.36%
Beta vs. Russell 3000	1.05	1.00
Up Capture vs. Russell 3000	103.23%	100.00%
Down Capture vs. Russell 3000	107.38%	100.00%
Annual Turnover	98.58%	----

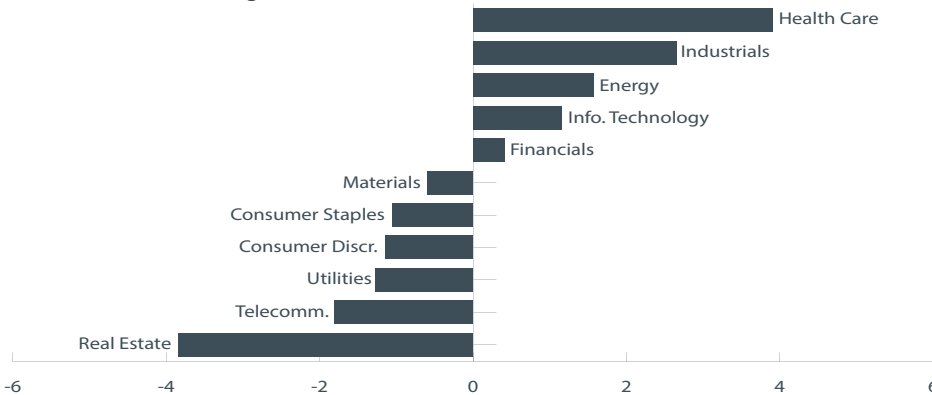
Source: eVestment Analytics, quarterly data

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	Focused Appreciation	Russell 3000	Difference
P/E Trailing*	19.1	20.8	(1.7)
P/E Forward*	15.2	17.4	(2.2)
Price to Book*	3.3	3.0	0.3
Price to Cash flow*	10.6	13.0	(2.4)
Earnings Growth (Past 3 Yrs)	26.4	11.9	14.5
Dividend Yield	1.0	1.8	(0.8)
Market Cap – Mean (\$Bil)	\$91.5	\$179.9	(\$88.4)
Market Cap – Median (\$Bil)	\$13.9	\$1.8	\$12.1
Market Cap – Weighted Median (\$Bil)	\$14.6	\$64.0	(\$49.4)

*Weighted harmonic average

Sector Over/Under Weights vs. Russell 3000



	Top 10 Holdings (excluding cash)	%
1	SAREPTA THERAPEUTICS INC COM	3.42
2	COSTCO WHSL CORP NEW COM	3.29
3	FLEETCOR TECHNOLOGIES	3.14
4	VISHAY INTERTECHNOLOGY INC COM	3.14
5	MERITOR INC COM	2.95
6	AMAZON COM INC COM	2.71
7	SUPERNUS PHARMACEUTICALS INC	2.68
8	NINTENDO LTD ADR	2.68
9	ALPHABET INC CAP STK CL C	2.66
10	SYNCHRONY FINL COM	2.64
	Total	29.31

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, LCC FOCUSED APPRECIATION COMPOSITE ANNUAL DISCLOSURE PRESENTATION										
	Firm Assets	Composite Assets			Annual Performance Results			Dispersion & Standard Deviation		
Year End	USD (billions)	USD (millions)	Number of Accounts	% No Fee	Composite Gross	Composite Net	Benchmark Returns*	Composite Dispersion	Composite 3-Yr St Dev	Benchmark 3-Yr St Dev
2010	\$1.60	\$14.80	<6	-	16.33%	15.94%	15.06%	**		
2011	\$1.90	\$2.40	<6	-	-1.28%	-2.16%	2.11%	**		
2012	\$2.20	\$1.10	<6	-	13.11%	12.21%	16.00%	**	16.85%	15.09%
2013	\$2.50	\$6.30	14	5.10%	45.15%	44.12%	33.55%	**	14.97%	12.53%
2014	\$2.70	\$12.20	28	2.90%	11.27%	10.41%	12.56%	0.28%	11.39%	9.29%
2015	\$4.70	\$10.00	27	4.70%	0.22%	-0.53%	0.48%	0.47%	12.19%	10.58%
2016	\$4.70	\$9.70	26	4.90%	2.09%	1.34%	12.74%	0.46%	12.98%	10.88%
2017	\$5.00	\$10.10	21	4.40%	24.60%	23.77%	21.13%	0.40%	12.27%	10.09%

* Benchmark returns through 2/7/2013 represent S&P 500 Total Return Index. Beginning 2/8/2013 the benchmark returns represent the Russell 3000 Index.

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

Boston Advisors, LLC Focused Appreciation Composite contains all accounts that are dedicated to the long term growth of capital by emphasizing longer term, above market growth combined with attractive valuation characteristics at the overall portfolio level and for comparison purposes is measured against the Russell 3000 Index with dividends. The minimum account size for this composite is \$100,000. The Focused Appreciation Composite was created April 12, 2012. Beginning 2/8/2013, the composite benchmark is the Russell 3000 Index with dividends. Prior to that date the composite benchmark was the S&P 500 Total Return Index. The benchmark was changed as it better reflects the composite strategy. 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. A copy of the verification report is 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. 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 is calculated using actual fees. 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 2012 because 36 monthly returns are not available. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. Current annual investment advisory fees are as follows: 1.00% First \$3 Million, 0.80% Next \$3 Million, 0.60% Next \$3 Million 0.40% Remainder

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

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