



### Cadence Capital Management LLC

**Founded** 1988  
**AUM** \$2.7 billion  
**Headquarters** Boston, MA

### Emerging Companies Strategy

Seeks long-term growth of capital by investing in stock of companies with revenue and earnings growth potential better than their industry peers, and whose valuation does not fully reflect that growth potential.

- Combines the benefits of analytical tools and human judgment through a disciplined process designed to promote consistent results
- Balances growth and valuation attributes to enhance return potential and control risk
- Targets less efficient segment of the market, the bottom half of Russell 2000
- Invests across the market; sector agnostic

**AUM/Strategy:** \$232.8 million

### Growth Equity Investment Process

**Identify** — Determine initial universe according to investment strategy and client requirements

**Prioritize** — Rank stocks based on growth and value characteristics using forward-looking metrics

**Qualify** — Determine pace and sustainability of earnings trends for top-ranked stocks

**Implement** — Select from top-ranked stocks to arrive at portfolio of approximately 75-120 holdings

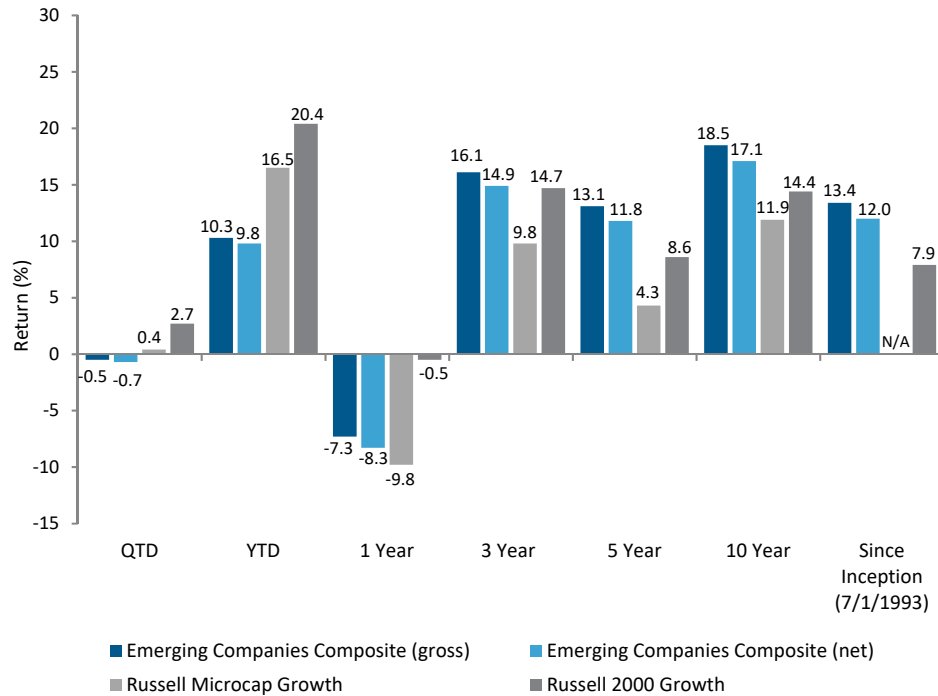
### Investment Team

**Robert L. Fitzpatrick, CFA**  
*Senior Portfolio Manager, Managing Director*  
 30 years industry experience  
 19 years with Cadence

**Michael J. Skillman**  
*CEO, Managing Director*  
 32 years industry experience  
 25 years with Cadence

**Robert E. Ginsberg, CFA**  
*Senior Portfolio Manager, Managing Director*  
 21 years industry experience  
 7 years with Cadence

### Performance



### Portfolio Characteristics

	EmCo	RMicroG	R2000G
Estimated 3-5 Year EPS Growth (%)	16.9	17.6	16.6
P/E 1 Year Forecast (x)	19.2	18.7	20.2
Return on Equity (%)	8.2	-8.4	5.7
Dividend Yield (%)	0.6	0.4	0.7
Price/Sales Ratio (x)	1.3	1.4	1.7
Price/Book Ratio (x)	3.4	3.3	3.8
Market Cap – Weighted Average (\$B)	0.8	0.9	2.9
Market Cap – Median (\$B)	0.6	0.2	0.9
Active Share (%)	--	79.4	95.9

### Economic Sectors

	EmCo (%)	RMicroG (%)	Difference
Information Technology	21.2	13.2	8.1
Industrials	16.2	10.1	6.1
Financials	11.3	9.3	2.0
Real Estate	3.3	1.5	1.8
Utilities	1.9	0.9	1.0
Consumer Staples	3.5	2.7	0.8
Energy	2.0	1.9	0.1
Communication Services	2.8	3.0	-0.2
Consumer Discretionary	7.9	9.6	-1.7
Materials	0.0	1.7	-1.7
Health Care	29.8	46.0	-16.2

Past performance is no guarantee of future results. Gross performance returns are gross of fees and include the reinvestment of dividends and interest. Net performance returns are shown net of all management fees and all other expenses and include the reinvestment of dividends and other earnings (if any). The maximum fee was changed to 1.00% (from 1.25%) as of July 1<sup>st</sup> 2017. Portfolio characteristics and economic sectors presented as of 6/30/19, based on a representative account, and excludes cash. Economic sectors reflect the GICS sector definitions. All results are reported in USD. Please refer to the Disclosures on the next page for further information.

Market Capitalization	EmCo	RMicroG	R2000G
> \$3.0 Billion	--	3.0	39.5
\$1.5 Billion to \$3.0 Billion	8.5	8.3	35.2
\$750 Million to \$1.5 Billion	40.4	35.3	16.6
\$400 Million to \$750 Million	26.5	26.4	5.2
\$150 Million to \$400 Million	17.2	19.8	3.0
< \$150 Million	7.4	7.3	0.4

Top 10 Holdings		Weight (%)
PCMI	PCM, Inc.	1.8
TTEC	TTEC Holdings, Inc.	1.7
ADUS	Addus HomeCare Corporation	1.7
BLBD	Blue Bird Corporation	1.7
NMIH	NMI Holdings, Inc. Class A	1.6
ERII	Energy Recovery, Inc.	1.6
ZIXI	Zix Corporation	1.5
RDNT	RadNet, Inc.	1.5
VCYT	Veracyte Inc	1.4
HSTM	HealthStream, Inc.	1.4
<b>TOTAL</b>		<b>15.9</b>

### Disclosures

**Market Capitalization:** The information above is based on a representative account. **Top 10 Holdings:** Holdings listed were the top ten positions held in the portfolio at month-end, ranked by month-end market value. These holdings are subject to change and 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. All results are reported in USD.

**Past performance** is no guarantee of future results. Cadence Capital Management LLC, is an investment advisor registered with the Securities and Exchange Commission under the Investment Advisors Act of 1940. Registration of an investment advisor is not meant to denote any form of recommendation or endorsement by the SEC or state securities regulators, and does not imply a certain level of skill or training. Cadence manages domestic equities for institutional investors using a conservative growth investment philosophy. Cadence manages domestic and international equities for institutional investors using rules-based strategies with periodic rebalancing. Cadence also acts as sub-advisor for several mutual funds. In November 2010, Cadence acquired a long/short domestic equity hedge fund and a long only SMID Cap fund. Effective March 31, 2014, these assets have been included in the definition of the firm for the purposes of GIPS presentations and verifications. Effective April 1, 2016, the SMIDCap fund has been closed, and Cadence has consolidated the assets of the two private funds. Effective September 1, 2017, the hedge fund has been closed. Cadence also acts as sub-advisor for several mutual funds and an ETF. The Cadence Composites are constructed of similarly managed, unconstrained, discretionary accounts in accordance with industry calculation standards. New accounts are included in their first full calendar month of operation. Performance is based on time-weighted, total returns including resigned accounts. Performance results reflect the reinvestment of dividends and other earnings. Valuations and returns are computed and stated in US dollars on a trade date basis. To obtain the calculation methodology and a list of each holding's contribution to the overall account's performance during the measurement period, contact Petra Stenta at (617) 624-3500.

#### Composite Characteristics:

The Emerging Companies Composite was created in July 1993 and has an inception date of July 1, 1993. A complete list and description of all firm composites is available upon request. On January 1, 2009, the primary composite benchmark was changed from the Russell 2000 Growth index to the Russell Microcap Growth index in order to provide a more relevant comparison to the composite's investment universe. The inception of the Russell Microcap Growth index is August 2000. Accounts in the Emerging Companies composite have an initial universe comprised of stocks within the Russell Microcap Growth and the Russell 2000 index.

Cadence ranks stocks in the initial universe based on a number of growth and value characteristics and selects securities from the top ranked stocks of the universe that show above average forecasted earnings per share growth with strong fundamentals and reasonable valuations. New accounts that fit the composite definition are added at the beginning of the first full calendar month for which the account is under management. Closed account data is included in the composite as mandated by the standards in order to eliminate a survivorship bias. Emerging Companies restricted accounts (e.g., "sin-free" accounts) are not included in this composite. The minimum portfolio size for the Emerging Companies Composite is \$1,000,000. Prior to 8/17/16, the minimum portfolio size for the Emerging Companies Composite was \$500,000. Prior to 12/31/05 the minimum portfolio size for the Emerging Companies Composite was \$2,000,000. In October of 2016, the name of this composite was changed from Micro Cap Growth to Emerging Companies to better reflect its investment philosophy.

#### Benchmark Definition:

The Russell Microcap Growth index measures the performance of the microcap growth segment of the U.S. Equity market. It includes those Russell Microcap index companies with higher price-to-book ratios and higher forecasted growth values. The benchmark returns are not covered by the report of independent verifiers. The Russell 2000 Growth index measures the performance of the small-cap growth segment of the U.S. equity universe. It includes those Russell 2000 companies with higher price-to-book ratios and higher forecasted growth values. The benchmark returns are not covered by the report of independent verifiers.

The volatility of the index may be materially different from that of the composite. You cannot invest directly in an index. Index results assume the re-investment of all dividends and capital gains. In addition, client's holdings will differ significantly from the securities that comprise the index. The benchmark returns are not covered by the report of independent verifiers.

\*Total Firm Assets does not include assets in any account where Cadence does not execute trades on behalf of the account. These assets are sometimes referred to as "Advisory-Only Assets." As of March 31, 2019, Cadence had \$34,636,029 of Advisory-Only Assets.

**Cadence Capital Management LLC** claims compliance with the Global Investment Performance Standards (GIPS®). To receive a complete list and description of Cadence's composites and/or a presentation that adheres to the GIPS standards, contact Ms. Petra Stenta at (617) 624-3500.



### Cadence Capital Management LLC

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Affiliate of Pacific Life Insurance Company



**PACIFIC GLOBAL  
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