

FIRST QUARTER 2018

# PERFORMANCE COMMENTARY

## SMID-CAP COMPOSITE

### 1ST QTR PERFORMANCE

	Contribution (%)
Best	2.25%
Worst	-1.62%
Best Minus Worst	0.63%
Rest of Portfolio	1.20%
Total Daruma	1.83%
Russell 2500	-0.24%
Return Difference	2.07%



Dear Client and Friends,

Our mantra in 2018 is “Simplicity and Focus”. To that end, we redesigned our quarterly report to present all the essential information needed for a full understanding of performance in a format that’s much easier to digest. Please let us know what you think!

Daruma’s SMid-Cap composite was up +1.83% in a quarter when the Russell 2500 was down -0.24%, putting us ahead of the Index by 207 basis points. While beating the Index is always satisfying, it is especially gratifying to do so when the market is down and we are up on an absolute basis.

That said, in over 30 years of investing, this has been one of the most frustrating markets in which I have operated. In this increasingly fragmented, short-term world where the conversation is dominated by algorithms and aggressively deployed passive products, valuations fluctuate on the news of the day and we experience short cycle oscillations between what’s working and what’s not. In a market where rapid ebbs and flows are causing violent cross-currents, the subtleties of portfolio composition make all the difference.

2018 began with a continuation of 2017, i.e. a relentless march upwards, with low volatility and ever expanding multiples, goosed by tax reform. Just as the ice pack begins to break up and melt in spring, we are finally seeing low volatility and a breakdown of 2017’s implacable momentum,

Past performance is not a guarantee of future results. This information supplements the SMid-Cap Composite Presentation available here: <http://www.darumany.com/disclosures/equity-composite-presentation-smid-cap>. The holdings identified do not represent all of the securities purchased, sold or recommended for clients. This should not be considered a recommendation to buy or sell any security. Due to rounding, certain performance numbers contained throughout this presentation may differ immaterially from actual performance, and may not add up precisely to the totals indicated for the same reason. All data is as of 03/31/18 unless otherwise noted. For other important disclosure information, please see General Disclosures at the end of this presentation.



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and this bodes well for stock pickers such as ourselves and conditions may well be positioned to turn in our favor.

Details on winners and losers, sectors of note and market observations follow.

As always, we are happy to discuss our first quarter results with you.

All the best,

Mariko O. Gordon, CFA  
Founder & CEO



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**WINNERS  
 AND LOSERS**

SMID-CAP COMPOSITE COMMENTARY

**Top Contributors**

Company	Quarter End Position Size	Contribution
Microsemi Corporation	3.7%	0.87%
National Instruments Corporation	3.3%	0.72%
CoStar Group, Inc.	3.3%	0.66%
<b>Total</b>		<b>2.25%</b>

**MICROSEMI**

*Semiconductor maker  
 +87 bps*

**NATIONAL INSTRUMENTS**

*Testing and measurement company  
 +72 bps*

**COSTAR GROUP**

*Real estate information services provider  
 +66 bps*

The net contribution from our biggest winners minus our biggest losers was a positive +63 bps. Our best three stocks were semiconductor maker Microsemi Corp. (MSCC) (+87 bps); testing and measurement company National Instruments (NATI) (+72 bps); and real estate information services provider CoStar Group (CSGP) (+66 bps). These three positions generated a healthy 225 bps in total contribution.

Microsemi Corp. (MSCC) stock was up 25% in the quarter on the news that it had agreed to be acquired by Microchip (MCHP) in an all-cash deal expected to close in the second quarter. Although we had long believed that Microsemi was undervalued relative to its peers and felt it would make a good acquisition target in a consolidating industry, it wasn't a takeover play for us and we would have happily been long term holders. Our thesis was driven by strong free cash flows, expanding margins, stable and steadily growing niche products, a solid franchise in defense, and a specialized market characterized by idiosyncratic demand drivers (in contrast to the more economically sensitive generic semiconductor market). Nevertheless, a takeout at a 25% premium is never a bad thing and we are pleased with the outcome of this position.

National Instruments (NATI) reported good results, but more importantly the company delivered the operating margin expansion that investors were eagerly anticipating and the stock responded accordingly. NATI is a well-run business with a strong engineering culture, a sound strategy, and a great product line. Moreover, the company has always been willing to make the investment needed to open future growth pathways and NATI's 5G wireless testing product line is gaining traction in a marketplace that is primed for rapid expansion. In addition, global PMIs have been strong, and any number north of 50 is a



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# WINNERS AND LOSERS

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## Top Detractors

Company	Quarter End Position Size	Contribution
Pacira Pharmaceuticals, Inc.	0.0%	-0.56%
Healthcare Services Group, Inc.	2.1%	-0.55%
II-VI Incorporated	4.2%	-0.51%
<b>Total</b>		<b>-1.62%</b>

### PACIRA

*Specialty pharmaceutical maker*

*-56 bps*

### HEALTHCARE SERVICES GROUP

*Nursing home facilities service provider*

*-55 bps*

### II-VI INC

*Engineered materials and  
optoelectronics component manufacturer*

*-51 bps*



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tailwind to top line growth. NATI is well positioned to reap the rewards of playing the long game; next generation leadership is focused on taking profitability from good to great, and investors are eagerly awaiting more concrete long-term profitability targets which will be unveiled in May (during National Instrument's annual jamboree for developers and investors).

CoStar Group (CSGP) continues to grow its apartment rental listings and marketing offering and is reaping the benefits of upselling to the customers it acquired when it bought Loopnet. CoStar also has a formidable competitive moat which gives it considerable control over its fate.

These three big contributors were offset by our biggest three detractors, which cost us -162 bps collectively.

Our biggest detractors were specialty pharmaceutical maker Pacira Pharmaceuticals (PCRX) (-56 bps), nursing home facilities service provider Healthcare Services Group (HCSG) (-55 bps) and engineered materials and optoelectronics component maker II-VI Inc. (IIVI) (-51 bps).

Pacira Pharmaceuticals (PCRX) is by its very nature a volatile stock. The company had been more consistent as of late, reporting good monthly sales growth for its flagship non-opioid surgical analgesic. When a recent contentious and negative FDA adcom panel vote on expanding usage for upper extremity surgeries hit the stock hard, the price declined and we sold Pacira in the SMid-portfolio to raise cash to fund the purchase of new ideas. Although the stock recovered in the second quarter, we are comfortable with our decision to sell given the strength of new idea flow and the risk return parameters of the new positions that replaced Pacira.

Healthcare Services' (HCSG) stock declined after fourth quarter results showed a degradation in working capital metrics. HCSG has delivered such steady results over the



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years it has become almost a cult stock, so any disappointment is unusual. Healthcare Services sits at the intersection of a number of trends in the nursing home industry. Specifically, industry consolidation is creating a desire on the part of larger chains to hire large professional vendors and revenue pressure is causing smaller facilities to consider outsourcing non-core competency functions like maintenance, laundry and cleaning. HCSG has been benefitting from these trends and also is investing margin in developing a food service offering which is not yet operating at scale (gross margins are lower in food service, but contract sizes are larger).

Investors believed in HCSG's sales and growth strategy and accordingly, gave management the benefit of the doubt when DSOs began to lengthen. We felt that the buildup in receivables was an early warning sign of deterioration in fundamentals, so we met with management and pressed the issue. They assured us that the situation was under control, but we decided to sell the stock anyway in part because we don't want to hold companies with long dated stories whose fundamentals are deteriorating. This proved to be a good decision as HCSG later wrote down a slug of receivables which cost a whole quarter's worth of profits and caused the stock to plummet. Healthcare Services still has a sound franchise, but the subsequent hit to management's credibility will take a while to heal and we are glad we exited when we did.

II-VI Inc.'s (IIVI) stock came under pressure last quarter for two reasons. First, sales of the Apple X phone were slower than expected and II-VI supplies the specialized laser diodes (VCSELs) which allow for the facial recognition feature in that product. Although this was disappointing, the market for the technology remains strong and II-VI is a market leader that can master the difficult task of producing VCSELs at scale. In 2019, Apple is on track to expand the use of VCSELs broadly into many of its other products and



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Samsung is also expected to incorporate II-VI's VCSELs. These specialized diodes are also being deployed in automotive markets and are enabling accurate 3D sensing that can be used in many other applications. In short, there is a tidal wave of demand coming – and we believe it's a matter of when, not if. The second reason for the decline is investor fear that Chinese demand for optoelectronics (which is notoriously hard to predict) would be weaker than expected in 2018. The Chinese continue to build out their telecom infrastructure but their pace of investment is not always smooth and linear. This investment is indeed going to be made, but again, it is a question of when.

We know that the telecom and consumer electronic stock space is volatile, and we have chosen to invest in II-VI precisely because it has a broad, diversified customer base across a range of industries, and thus is less at the mercy of incoming and outgoing tides of demand in specific pockets of the marketplace. In the short term, this diversification may dampen overall growth rates relative to the pure play stocks, but the long term stability is a worthwhile tradeoff. Additionally, II-VI has shown excellent operational and fiscal discipline over the years, and has made sizable investments in scaling production capacity in VCSELs in the last 18 months. This has compressed short term free cash flow but we expect to see a material rebound in cash generation as II-VI harvests these investments. We also expect II-VI to continue to benefit from secular shifts occurring in both materials development and technology that favor the company's expertise and product line.



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# SECTORS OF NOTE

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Our best sector was Producer Durables where four of our stocks beat the Index by a healthy margin, generating a return of +5% in a market where the Russell 2500's sector was down -1%. This resulted in +114 bps of relative outperformance. In a concentrated portfolio such as ours, the idiosyncratic performance of individual stocks drives our sector performance. In the case of Producer Durables, in addition to CoStar and National Instruments, we had good performance from water infrastructure company Xylem Inc. (XYL) (+12.8%) and labeling and RFID company Zebra Technologies, a new position, which was up +13.4%.

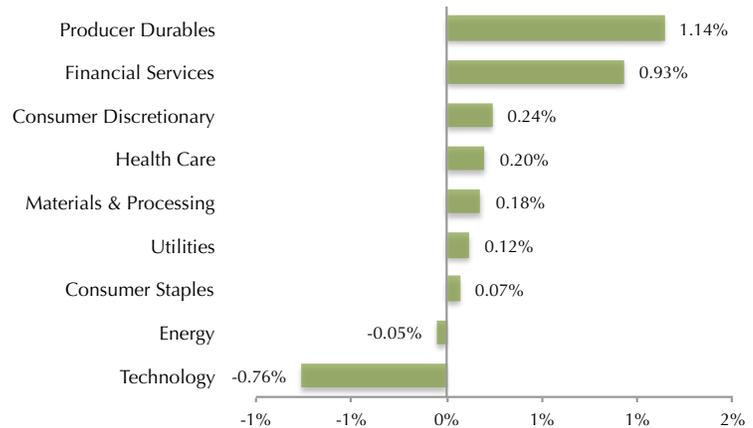
Financial Services also contributed a surplus of +93 bps relative to the Index (+73 bps vs. -20 bps). Our Financial stocks were up +4.2% while R2500 Financials were down -0.8%. Four out of five of our Financials — Florida Commerce Bank (FCB), Zion Bancorp (ZION), title insurer First American Financial (FAF) and payment processor WEX Inc. (WEX) — were positive in the quarter. We were also helped by the decline REITs (in which we do not invest) which detracted -76 bps from the Benchmark.

Our notable sector underperformer was Technology — where we were down -8 bps when the Russell 2500 technology stocks generated +68 bps. Here we were hurt by II-VI as mentioned previously and also by Xperi Corp. which cost us -40 bps. Software was an industry group with the Tech sector that was rewarded by investors, and our lack of exposure there also created a comparative drag. Gains in Microsemi, our biggest winner helped offset these headwinds, but weren't sufficient to overcome them entirely.

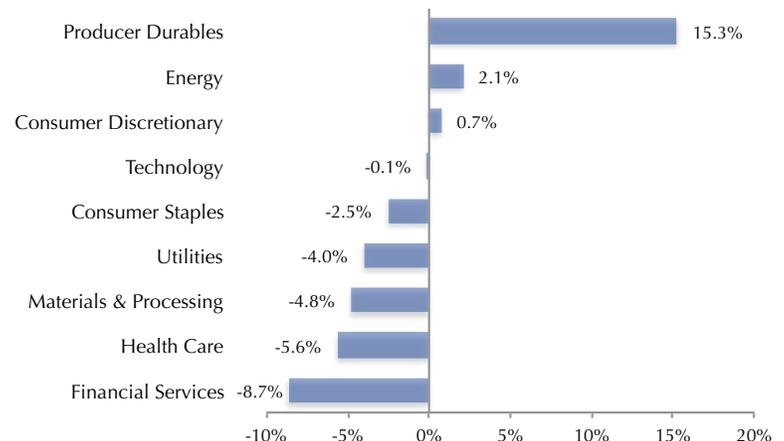


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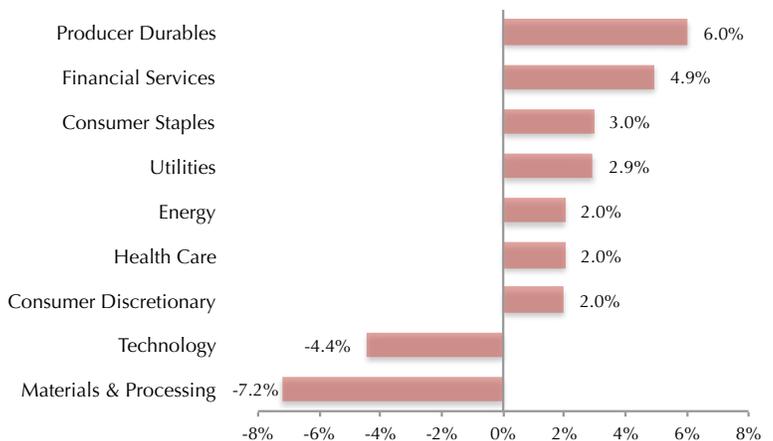
## CONTRIBUTION DIFFERENCE DARUMA VS. R2500



## DARUMA SECTOR OVER/UNDERWEIGHT VS. R2500



## RETURNS DIFFERENCE DARUMA VS. R2500



Sources: FactSet, Russell Investments & Daruma Capital Management



# 1ST QUARTER 2018 MARKET OBSERVATIONS SMID-CAP COMPOSITE COMMENTARY

This market is rife with cross currents as the prolonged earnings growth associated with late cycle markets becomes interwoven with rising rates, inflation fears and the beginnings of multiple compression. This plus the newfound weakness in the FAANG stocks suggests that we have a long in the tooth market that is primed for a “risk off” scenario and a potential change in investor mindset. Specifically, investors should begin paying more attention to the differences between individual stocks as well as focusing more on balance sheet strength, quality, and overall stability. In fact, as the quarter progressed it was notable that even on up days, the more defensive stocks lead the market.

In general, performance characteristics of the Russell 2500 supported this risk off mindset. The largest stocks continued to beat the smallest

stocks by a huge margin (+4.3% vs. -12.4%) and the lowest beta companies trounced those with the highest beta, (+2.7% vs. -3.4%). Growth was also rewarded, with the best top line growers up +3.6% vs. -9.3% for the worst. See table below.

The divergence between the S&P 500 and the Russell 2500 was notable in the quarter. While the year got off to a great start with the Russell up +3.1% in January, it lagged the S&P 500, which was up a phenomenal +5.7% for the month. February reversed hard, with the R2500 down -4.1%, flat against the S&P’s -3.7%. In March however, the Russell was up +1.0% while the S&P 500 was down -2.5% signaling a breakdown in large-cap leadership that bodes well for smid-cap investors.

## WHAT DROVE THE RUSSELL 2500?

In these charts, the Russell 2500 is sorted into deciles of performance according to different characteristics, some fundamental and some sentiment-based. The percentage in each box is the performance of that attribute (e.g. beta) for that decile.

Decile	1Q 2018									
	1	2	3	4	5	6	7	8	9	10
Market Cap (Largest to Smallest)	4.3%	1.8%	-1.3%	-1.3%	-0.4%	2.3%	2.7%	-1.1%	-2.1%	-12.4%
P/E Ratio (Lowest to Highest)*	-4.8%	-2.9%	0.7%	-1.2%	-0.1%	1.3%	1.0%	0.2%	0.2%	-1.5%
Dividend Yield (Highest to Lowest)**	-9.0%	-2.9%	-0.2%	0.4%	2.5%	-	-	-	-	0.5%
Short Interest (Lowest to Highest)	0.8%	1.7%	-1.2%	-0.3%	-1.4%	-0.6%	-1.4%	-1.6%	-1.7%	-1.8%
Beta (Lowest to Highest)	2.7%	-1.7%	-1.1%	0.2%	0.5%	-0.1%	-3.1%	0.0%	-1.4%	-3.4%
Sales Growth (Best to Worst)	3.6%	1.6%	0.6%	1.5%	0.3%	-0.4%	-0.4%	-3.7%	-5.5%	-9.3%
Analyst Ratings (Best to Worst)	-0.3%	4.1%	-0.0%	1.0%	-0.7%	-0.7%	-1.3%	-2.8%	-8.0%	-6.6%
Institutional Ownership (Most to Least)***(*)	0.6%	-1.9%	0.1%	-0.8%	0.5%	-1.6%	-0.4%	-2.3%	-0.1%	-1.7%
% Chg Q4 2017 (Best to Worst)^	-2.8%	1.2%	-1.4%	-0.9%	-0.5%	-0.6%	-1.1%	-2.7%	1.2%	-1.7%
% Chg in 2017 (Best to Worst)^^	0.4%	0.9%	1.9%	1.2%	-1.5%	-1.3%	0.4%	-1.9%	-3.6%	-6.0%

\*Decile 10 of P/E Ratio category is made up of all stocks that have no P/E

\*\*Decile 10 of Dividend Yield category is made up of all stocks that pay no dividend

\*\*\*Institutional Ownership may be over/under stated due to timing of filings

\*\*\*\*Institutional Ownership is as of the end of last quarter (if report completed intra-quarter)

^% Change in Q4 2017 excludes stocks without complete performance

^^% Change in 2017 excludes stocks without complete performance

The green indicates the best-performing decile for the category.

The red indicates the worst-performing decile for the category.

Sources: Bloomberg, Russell Investments & Daruma Capital Management

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A list of the Top Ten holdings by portfolio weight as of 03/31/18 is available on our website at <http://www.darumany.com/portfolio/smld-cap>. These holdings and certain other performance information contained in this presentation supplement the SMid-Cap Composite Presentation, which is available on our website at <https://www.darumany.com/disclosures/equity-composite-presentation-smld-cap>.

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The appropriate comparison benchmark for the SMid-Cap Equity strategy is the Russell 2500. The Russell 2500 includes approximately 2500 of the smallest U.S. common stocks based on a combination of their market cap and current membership in the Russell 3000. The Russell 2500 Value Index includes those Russell 2500 Index companies with lower price-to-book

ratios and lower forecasted growth values, while the Russell 2500 Growth Index includes those with higher price-to-value ratios and higher forecasted growth values.

The SMid-Cap Equity strategy is a concentrated strategy that is not managed to a benchmark, so there are material differences in characteristics, such as the number of holdings and sector and industry weightings. In addition, benchmark performance does not include any fees or expenses. Because of these differences, benchmarks should not be considered a completely accurate comparison.

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