Small-Cap Growth

STRATEGY OVERVIEW

Third Quarter 2020



Our "3G" Investment Philosophy

We believe that investors who are willing to think and act differently can achieve alpha. We seek to systematically exploit an inefficient market by investing in companies with durable Growth, sound Governance and scalable Go-to-market strategies.

Growth

- Large and/or growing addressable market
- Market leader and/or share gainer Differentiated product/service proposition or business model that

provides a competitive advantage

Governance

- Capable, shareholder-friendly management
- Diverse & appropriate Board of Directors

Well-structured and aligned incentive system

Go-to-Market

- Highly valuable incremental revenue
- High and/or rising margins and returns
- Capital efficient

Strategy Profile

BENCHMARK

Russell 2000® Growth Index

STRATEGY ASSETS

\$5.2 billion

PRODUCT INCEPTION

02/28/1993

PORTFOLIO MANAGERS

Christopher Berrier George Sakellaris, CFA

PORTFOLIO HOLDINGS

Typically 50-80

POSITION SIZE

Typically 0.5% - 5.0%

TOP 10 HOLDINGS

Typically 20% - 40%

MARKET CAPITALIZATION

Target range generally \$500 million to \$3 billion

Narrowing The Universe To Our Best Ideas

Generating "3G" Ideas

We establish our investable universe through market-cap and liquidity screens. From there, we conduct -400 company interviews per year to find businesses meeting our 3G criteria. We vet these companies via rigorous due diligence. Finally, we harness collaboration among our investment team and external relationships to help provide a clear view of the investment's risk/reward dynamics.

Due Diligence

Informational	Assess SEC filings; conduct multiple manager interviews; financial modeling; industry analysis
Analytical	Interview competitors, customers & suppliers; tap into Brown Advisory firm and private equity relationships
Behavioral	Perform scenario analysis, identify long- and short-term business drivers; develop non-consensus view
Investment Thesis	Construct risk/reward framework; compare idea to alternative opportunities; stress test thesis

Long-Term Oriented

OOROE, EVEOTIMENT							
DURATION (Shown in Years, Based on Last 12-Mo. Turnover)							
As of September 30	2018	2019	2020				
Brown Advisory Small-Cap Growth Rep. Account	2.38	2.51	2.66				
PEER COMPARISON: eVestment U.S. Small-Cap Growth Equity	Universe						
5th Percentile	6.10	9.82	8.06				
25th Percentile	2.75	2.94	2.80				
Median	1.52	1.67	1.66				
75th Percentile	0.96	1.05	0.95				
95th Percentile	0.51	0.57	0.57				
# of Managers in Universe	159	155	130				

Source: Universe performance rankings from eVestment, all other statistics from EactSet®. The performance rankings may not be representative of any one client's experience because the ranking reflects an average of the accounts that make up the composite and is provided as supplemental information. eVestment U.S. Small-

The analysis is provided as supplemental information. Please see the Brown Advisory Small-Cap Growth compliant presentation at the end of this presentation for additional information and a complete list of terms and definitions

Cap Growth Equity description available at the end of this presentation. Managers voluntarily populate performance data into the eVestment database for inclusion, and the number of managers in each period only consists of managers that were in the universe for that entire period.

High Active Share Approach

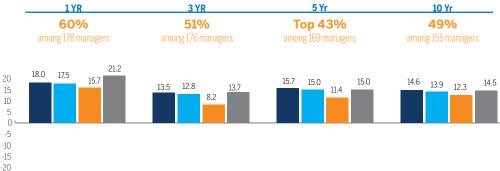
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ACTIVE SHARE Vs. Russell 2000® Growth Index			
As of September 30	2018	2019	2020
Brown Advisory Small-Cap Growth Rep. Account	92.85	92.75	91.10
PEER COMPARISON: eVestment U.S. Small-Cap Growth Equity	Universe		
5th Percentile	96.42	96.98	96.91
25th Percentile	93.62	93.38	93.35
Median	90.35	89.37	88.83
75th Percentile	86.64	86.26	84.27
95th Percentile	71.98	67.88	68.79
# of Managers in Universe	147	139	128

Example: As of 09/30/2020, the Brown Advisory Small-Cap Growth representative account had a longer average holding period (see the duration table featured on the left) and higher active share than the median U.S. small-cap growth equity manager, according to eVestment.

Thinking Differently Has Led to Meaningful Outperformance vs. Index & Peers







PERFORMANCE (% AS OF 09/30/2020)

SMALL-CAP GROWTH EQUITY PEER GROUP, MEDIAN

	1YR	3 YR	5 YR	10 YR
Brown Advisory Small-Cap Growth Composite (Gross of Fees)	18.01	13.47	15.67	14.63
Brown Advisory Small-Cap Growth Composite (Net of Fees)	17.52	12.82	14.97	13.93
Russell 2000® Growth Index	15.71	8.18	11.42	12.34
Excess Return vs. Index (Gross of Fees)	2.30	5.30	4.25	2.29
PEER COMPARISON: eVestment U.S. Small-Cap Growth Equity Universe				
eVestment U.S. Small-Cap Growth Manager (Median)	21.17	13.73	14.95	14.48
Brown Advisory Small-Cap Growth Peer Rank	60%	51%	Top 43%	49%
# Managers in Universe	178	176	169	155

All returns greater than one year are annualized. Past performance is not indicative of future results. The composite performance shown above reflects the Small-Cap Growth Equity composite, managed by Brown Advisory Institutional. Brown Advisory Institutional is a GIPS compliant firm and is a division of Brown Advisory LLC. Please see the Brown Advisory Small-Cap Growth compliant presentation on the last page for additional information and a complete list of terms and definitions. eVestment U.S. Small-Cap Growth Equity description available on the last page. Managers voluntarily populate performance data into the eVestment database for inclusion, and the number of managers in each period only consists of managers that were in the universe for that entire period. It is shown as supplemental information to the Brown Advisory Small-Cap Growth compliant presentation at the end of this presentation.

Meaningful Upside Participation and Downside Protection

SOURCE: EVESTMENT, PERIOD: 09/30/2010-09/30/2020, MONTHLY

MARKET CAPTURE VS. RUSSELL 2000® GROWTH INDEX	3 YR		5	YR	10 YR		
Performance is based on composite returns gross of fees	Up-Market Capture	Down-Market Capture	Up-Market Capture	Down-Market Capture	Up-Market Capture	Down-Market Capture	
Brown Advisory Small-Cap Growth Composite	98.36	85.53	94.36	80.49	89.83	80.79	
PEER COMPARISON: eVestment U.S. Small-Cap Growth Equity Universe							
Brown Advisory Small-Cap Growth Peer Rank	77%	Top 19%		Top 12%	87%	Top 14%	
5th Percentile	143.13	76.33	128.52	75.50	113.09	75.09	
25th Percentile	120.25	87.41	110.17	85.26	103.97	85.60	
Median	108.53	92.93	101.94	91.44	98.58	91.16	
75th Percentile	99.17	98.93	95.28	97.21	93.64	95.42	
95th Percentile	83.17	106.97	81.21	103.66	85.14	102.11	
# of Managers in Universe	177	177	170	170	155	155	

Example: As of 09/30/2020, Brown Advisory Small-Cap Growth composite (gross of fees) provided meaningful upside over the past 10 years and attractive downside protection, ranking in the top 14% of its peer universe for downside capture of its Russell 2000 Growth Index benchmark out of 155 U.S. small-cap growth equity managers, according to eVestment.

Source: eVestment. Composite performance characteristics shown are as of 09/30/2020 and are based on the Brown Advisory Small-Cap Growth Composite (gross of fees) for its 3-, 5- and 10-year periods. Note that a negative down-market capture ratio means that the strategy's returns were positive when the Index returns were negative for that specified period. It is shown as supplemental information to the Brown Advisory Small-Cap Growth compliant presentation at the end of this presentation. Past performance is not indicative of future results. eVestment U.S. Small-Cap Growth Equity description available at the end of this presentation.

And, Excess Active Return with Lower Volatility

SOURCE: EVESTMENT, PERIOD: 09/30/2015 - 09/30/2020, MONTHLY

EFFICIENCY METRICS VS. RUSSELL 2000® GROWTH INDEX	5 YR	5 YR	5 YR
Performance is based on composite returns gross of fees	Sharpe Ratio	Information Ratio	Annualized Alpha
Brown Advisory Small-Cap Growth Composite	0.76	0.73	4.93
PEER COMPARISON: eVestment U.S. Small-Cap Growth Equity Univers	e		
Brown Advisory Small-Cap Growth Rank (%)	Top 31%	Top 42%	Top 36%
5th Percentile	1.06	1.82	11.87
25th Percentile	0.82	1.02	6.42
Median	0.69	0.61	3.99
75th Percentile	0.53	0.09	0.91
95th Percentile	0.31	-0.72	-3.30
# of Managers in Universe	169	169	169

Example: As of 09/30/2020, Brown Advisory Small-Cap Growth composite (gross of fees) has provided meaningful active return and risk-adjusted performance, as indicated by sharpe ratio, information ratio and annualized alpha, over the past five years and has ranked in the top 42%, or better, in its U.S. small-cap growth equity managers universe for the period, according to eVestment.

Source: eVestment. Composite performance characteristics shown are as of 09/30/2020 and are based on the Brown Advisory Small-Cap Growth Composite (gross of fees) for the past 5-year trailing period. It is shown as supplemental information to the Brown Advisory Small-Cap Growth compliant presentation on the last page. Past performance is not indicative of future results. eVestment U.S. Small-Cap Growth Equity description available on the last page.

Collaboration Leads to Deeper Analysis

Small-Cap Growth Strategy portfolio manager Chris Berrier is supported by a highly collaborative, team-oriented research platform. All of the firm's sector-specific equity research analysts and generalists contribute to the strategy, but 8 are specifically dedicated to a SCG working group – an intentional design to extract the best individual and collective thinking of the team. Chris also incorporates the views of our fixed income team and our many venture capital and private equity relationships, clients and directors to create a more complete and accurate understanding of a company, industry or investment opportunity.

Portfolio Management

CHRISTOPHER BERRIER

PORTFOLIO MANAGER

- Small-Cap Growth Portfolio Manager since 2006
- Investment experience since 2000

GEORGE SAKELLARIS, CFA

ASSOCIATE PORTFOLIO MANAGER Investment experience since 2001

Small-Cap Growth Working Group

BUSINESS SERVICES

ROBERT FURLONG, CFA

Investment experience since 2000

CONSUMER

PATRICK MAHONEY

Investment experience since 2007

DAN MOONEY, CFA

Investment experience since 2001

FINANCIALS

KENNETH COE, CFA

Investment experience since 2010

HEALTH CARE

MARK KELLY

Investment experience since 2008

JAMIE WYATT

Investment experience since 2018

INDUSTRIALS, BASIC MATERIALS

& ENERGY ADI PADVA

Investment experience since 2005

TECHNOLOGY

EMILY WACHTMEISTER, CFA

Investment experience since 2011

Points of Differentiation

SOURCE: FACTSET, DATA AS OF 09/30/2020

Top 10 Stock Positions

% \$750 Million - \$1.5 Billion

% \$400- \$750 Million

of Managers in Universe

Wtd. Average Market Capitalization

Wtd. Median Market Capitalization

% < \$400 Million

(excluding cash & equivalents)	% of Portfolio	Inital Purchase Date	Period (yrs.)	U.S. Small-Cap Growth median	
Charles River Laboratories International, Inc.	3.7	Apr. 2013	7		
Genpact Limited	3.6	May. 2010	10		
GCI Liberty, Inc. Class A	3.5	Mar. 2008	13	An of 00/2	0/2020, the top
Zynga Inc. Class A	3.5	Oct. 2018	2	10 largest	stock positions
Waste Connections, Inc.	3.4	Feb. 2009	12	Small-Cap	n Advisory Growth portfolio
IAA, Inc.	3.2	Jun. 2019	1	cash, which	3%, excluding h was more
Hain Celestial Group, Inc.	3.1	Dec. 2018	2		ted than the S. small-cap
NeoGenomics, Inc.	2.8	Jul. 2018	2		uity manager that for the period,
Bright Horizons Family Solutions, Inc.	2.8	Jan. 2014	7	according	to eVestment.
SiteOne Landscape Supply, Inc.	2.7	Sep. 2016	4		
Top 10 Largest Stock Positions	32.3%			24.1%	
Total # of Holdings (ex. Cash & Equivalents)	79			84	
# of Managers in Universe				149	
Market Capitalization		Brown Advisory Small-Cap Growth Rep. Acct.	ı U	eVestment I.S. Small-Cap Growth median	
% > \$15 Billion		3.4		1.5	
% \$7.5 - \$15 Billion		27.3		11.7	
% \$1.5 - \$7.5 Billion		60.2		68.1	

ICB SECTOR BREAKDOWN (%)

SOURCE: FACTSET, DATA AS OF 09/30/2020

	Brown Advisory Small-Cap Growth Rep. Acct.	Russell 2000® Growth Index
Basic Materials	1.6	2.7
Consumer Goods	7.2	7.8
Consumer Services	17.5	10.9
Financials	4.7	7.9
Health Care	22.4	33.1
Industrials	21.8	16.1
Oil & Gas	0.3	0.9
Technology	20.9	16.9
Telecommunications	3.5	0.8
Utilities		2.7
Unassigned		0.2

portfolio holdings exclude cash and equivalents. The information provided in this material is not intended to be and should not be considered to be a recommendation or suggestion to engage in or refrain from a particular course of action or to make or hold a particular investment for pursue a particular investment strategy, including whether or not to buy, sell, or hold any of the securities mentioned. It should not be assumed that investments in such securities have been or will be profitable. Composite performance is based on the Brown Advisory Small-Cap Growth Composite and was obtained through FactSet. The Small-Cap Growth composite is managed by Brown Advisory Institutional. Brown Advisory Institutional is a GIPS compliant firm and is a division of Brown Advisory LLC. Returns greater than one year are annualized. Past performance is not indicative of future results. Please see the Brown Advisory Small-Cap Growth Composite performance disclosure on the last page for additional information and a complete list of terms and definitions. eVestment U.S. Small-Cap Growth Equity description available on the last page.

11.0

2.6

0.6

138

\$2 9B

\$2.7B

7.3

1.5

0.3

\$6.6B

\$5.2B

^{*}Colleague statistics as of 09/30/2020. Source: FactSet®. The portfolio information provided is based on a representative Brown Advisory Small-Cap Growth account as of 09/30/2020 and is provided as supplemental information. Sectors are based on the ICB classification system and not aligned to how the portfolio manager views the business models. Sector breakdown excludes cash and equivalents; top 10





Brown Advisory is a leading independent investment firm that offers a wide range of solutions to institutions, corporations, nonprofits, families and individuals. Our mission is to make a material and positive difference in the lives of our clients. We are committed to delivering a combination of first-class performance, customized strategic advice and the highest level of personalized service.

We follow a philosophy that low-turnover, concentrated portfolios derived from sound bottom-up fundamental research provide an opportunity for attractive performance results over time. We have a culture and firm equity ownership structure that help us attract and retain professionals who share those beliefs, and we follow a repeatable investment process that helps us stay true to our philosophy.

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Brown Advisory Small-Cap Growth Equity

Year									GIPS Firm Assets (\$USD Millions)
2019	35.6	34.8	28.5	14.7	16.4	34	0.3	3,456	42,426
2018	-3.3	-4.0	-9.3	13.5	16.5	29	0.3	2,204	30,529
2017	18.8	18.1	22.2	12.2	14.6	33	0.2	2,301	33,155
2016	11.4	10.7	11.3	14.0	16.7	30	0.3	1,797	30,417
2015	8.9	8.2	-1.4	13.1	15.0	32	0.4	1,311	43,746
2014	1.4	0.8	5.6	11.8	13.8	32	0.3	1,597	44,772
2013	42.6	41.8	43.3	15.4	17.3	44	0.7	1,830	40,739
2012	16.0	15.4	14.6	18.3	20.7	32	0.6	1,178	26,794
2011	-1.7	-2.4	-2.9	20.6	24.3	29	0.5	1,023	19,962
2010	30.8	29.8	29.1	27.1	27.7	25	0.1	993	16,859
2009	43.1	41.9	34.5	25.2	24.9	16	1	481	11,058
2008	-38.9	-39.4	-38.5	23.3	21.3	17	0.2	323	8,547

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- 1. *For the purpose of complying with the GIPS standards, the firm is defined as Brown Advisory Institutional, the Institutional and Balanced Institutional asset management divisions of Brown Advisory. As of July 1, 2016, the firm was redefined to exclude the Brown Advisory Private Client division, due to an evolution of the three distinct business lines.
- 2. The Small-Cap Growth Equity Composite includes all discretionary portfolios invested in U.S. equities with strong earnings growth characteristics and small market capitalizations. The minimum account market value required for composite inclusion is \$1.5 million.
- 3. This composite was created in 1997. The composite inception date is March 1. 1993.
- 4. The bencinmark is the Russell 2000® Growth Index. 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® Index companies with higher price-to-book ratios and higher forecasted growth values. The Russell 2000® Growth Index is constructed to provide a comprehensive and unbiased barometer for the small-cap growth segment. The Index is completely reconstituted annually to ensure new and growing equities are included and that the represented companies continue to reflect growth characteristics. The Russell 2000® Growth Index and Russell® are trademarks/service marks of the London Stock Exchange Group companies. An investor cannot invest directly into an index. Benchmark returns are not covered by the report of the independent verifiers.
- 5. The composite dispersion presented is an equal-weighted standard deviation of portfolio returns calculated for the accounts in the composite for the entire calendar year period.
- 6. Gross-of-fees performance returns are presented before management fees but after all trading commissions, and gross of foreign withholding taxes (if applicable). Net-of-fee performance returns reflect the deduction of actual management fees and all trading commissions. Other expenses can reduce returns to investors. The standard management fee schedule is as follows: The standard management fee schedule is as follows: 1.00% on the first \$25 million; 0.80% on the next \$50 million; 0.80% on the next \$50 million; 0.80% on the part II A of the firm's form ADV. Actual fees paid by accounts in the composite may differ from the current fee schedule.
- 7. The three-year annualized ex-post standard deviation measures the variability of the composite (using gross returns) and the benchmark for the 36-month period ended on December 31.
- 8. Valuations and performance returns are computed and stated in U.S. Dollars. All returns reflect the reinvestment of income and other earnings.
- A complete list of composite descriptions, policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request
- Past performance does not indicate future results

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Terms and Definitions for Representative Account Calculations

Universe performance rankings from eVestment, all other statistics from FactSet. The performance rankings may not be representative of any one client's experience because the ranking reflects an average of the accounts that make up the composite and is provided as supplemental information. eVestment U.S. Small-Cap Growth Equity represents managers that invest in companies with U.S. equity products that invest in small capitalization stocks with fundamental characteristics showing high earnings growth expectations or in fast-growing economic sectors. The expected benchmarks for this universe would include the Russell 2000, S&P 600, or Russell 2000 SRM 1000 Growth. Managers in this category will typically indicate a "Primary Lyby capitalization Emphasis" equal to Small Cap and a "Primary Style Emphasis" equal to Growth. The minimum criteria necessary for inclusion in an eVestment Universe are 1) minimum of one year of performance history, and 2) updated portfolio characteristics for the product. All products meeting the criteria are evaluated for inclusion. Managers voluntarily populate performance data into the database for inclusion in an eVestment Universe are 1) minimum of one year of performance history, and 2) updated portfolio characteristics for the product. All products meeting the criteria are evaluated for inclusion. Managers voluntarily populate performance data into the database for inclusion in an evestment universe are experient of the product and the number of managers in each period only consists of managers that were in the universe for that entire period.

All financial statistics and ratios are calculated using information from Factset as of the report date universe noted. **Duration** is calculated as one over the portfolio turnover rate for the last 12 months, which shows on averages the time in years that a manager holds a typical investment in the portfolio. **Active Share** is calculated by taking the sum of the absolute value of the weight of each holding in the benchmark index and dividing

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